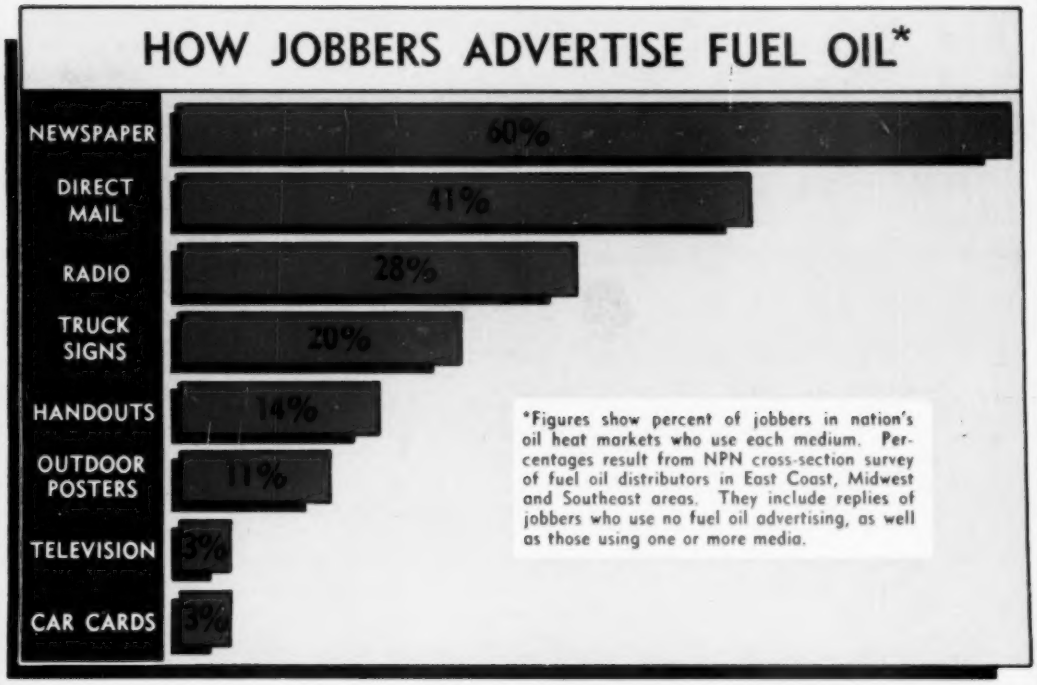
NATIONAL PETROLEUM NEWS

Vol. 42 December 27, 1950 No. 52

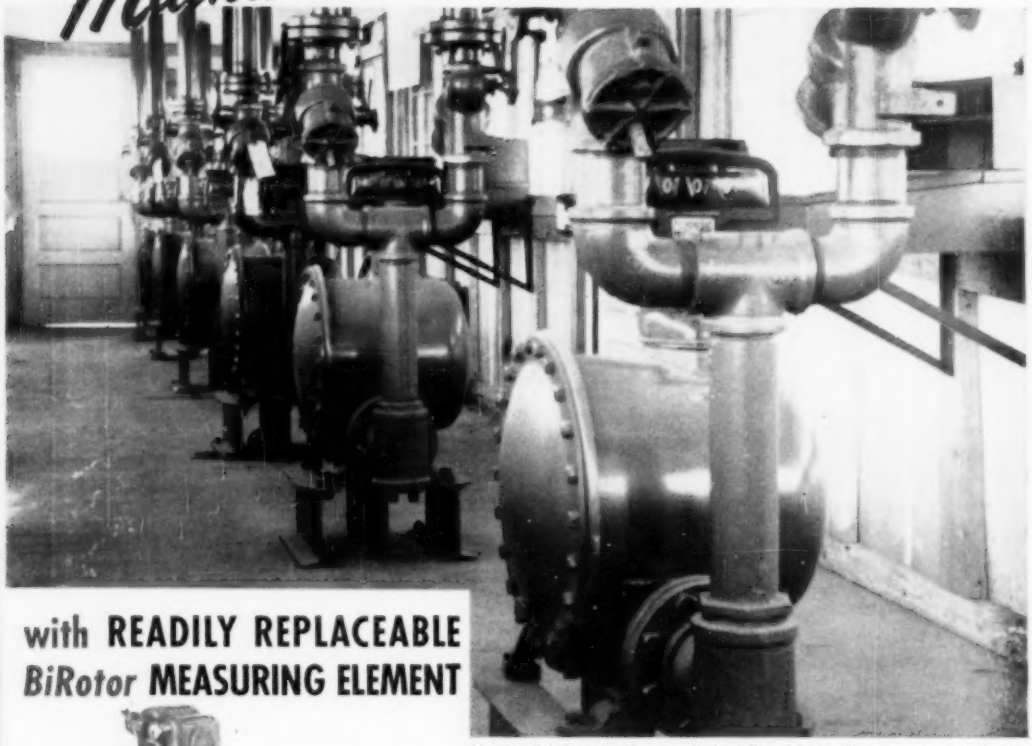


Fuel oil distributors are using a varied promotional attack to push oil heat and resist the advances of natural gas. Some methods being used by jobbers have been compiled in an NPN report on a survey of distributors in the nation's oil heat markets. An article discussing jobber advertising appears on p. 17. It is the first of three on how distributors are promoting their fuel oil business.

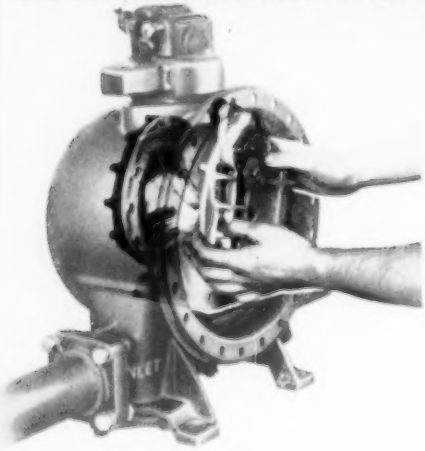
ESA Price Freeze--How It Affects the Oil Industry

(See p. 27)

Maintenance IS NO PROBLEM



with READILY REPLACEABLE *BiRotor* MEASURING ELEMENT



Martin Oil Service Co., terminal at Blue Island, Illinois employs six Brodie BiRotor Meters for trouble-free heavy duty service.

For maximum service in continuous high-capacity operation there's nothing to equal the dependability and precision-performance of Brodie Bi-Rotor Meters. Comprised of compactly assembled and completely interchangeable self-contained units, Brodie Bi-Rotor meters provide greatest accessibility for quick easy inspection and periodic cleaning—without disturbing existing line connections. Precision dry adjustment in exact increments to 1/20 of 1% can be made while meter is under pressure—and with no loss of liquid. Investigate Brodie Bi-Rotor Meters for your operations, today. Write for full details.

ALL-STEEL

BRODIE *BiRotor* METERS

TRUE-ROTARY

RALPH N. BRODIE CO., INC. 61ST & LOWELL, OAKLAND 8, CALIFORNIA, U.S.A

Division Offices: CHRYSLER BLDG., NEW YORK CITY • 59 E. VAN BUREN, CHICAGO 5 • 2101 S. SAN PEDRO, LOS ANGELES 11, CALIFORNIA
302 SOUTH PEARL ST., DALLAS 1, TEXAS • 721-9TH AVE. NORTH, SEATTLE 9, WASH. • *REPRESENTATIVES AND STOCKS IN ALL PRINCIPAL CITIES*

Who's who in the service station business: Paul R. Hoffman has managed six service stations since he came to Skelly a little over three years ago. During that time he has pumped over a million gallons of Skelly gasoline and made an excellent sales record. His formula for success: push quality products, keep a spotless station, give fast, efficient service.

"Boosting SKELLY PREMIUM pays off for me"

says ***Paul R. Hoffman,*** *Manager*
Skelly Master Service Station
220 West Pershing Road, Kansas City, Mo.

"I've learned what motorists really want most from a car. It's top performance—faster starts, lots of reserve power and pep, protection from destructive engine knock—the kind of performance they get from Skelly Premium. Give motorists what they want and they're happy. That's why boosting 'Ethyl' gasoline pays off for me. Six out of ten gallons I sell are Skelly Premium."

Satisfied customers are steady customers. Why not be sure your customers are getting top performance? Start boosting your own sales of "Ethyl" gasoline today.

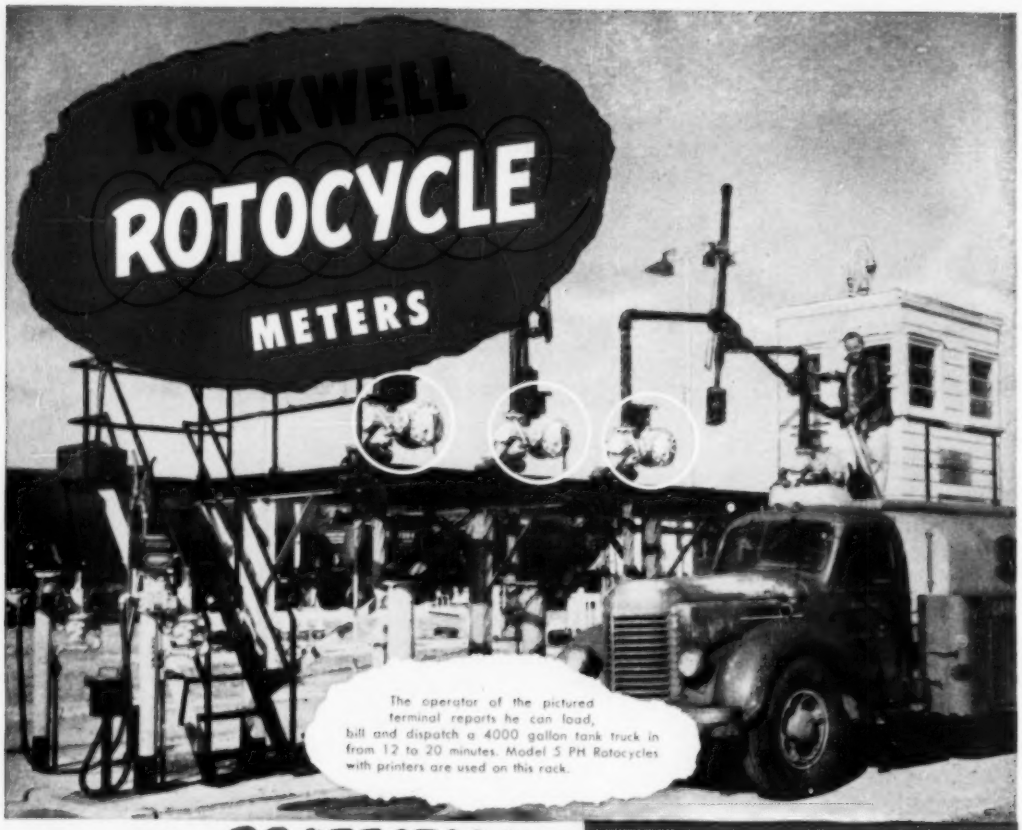
Tell your customers why it's smart to use "Ethyl" gasoline

Because "Ethyl" gasoline is high in antiknock quality, it means—

- MORE POWER
- COOLER ENGINE
- MORE DRIVING SAFETY
- MORE DRIVING PLEASURE

ETHYL CORPORATION, New York 17, N. Y.

Products sold under the "ETHYL" trade mark: antiknock compounds . . . salt cake . . . ethylene dichloride . . . sodium (metallic) . . . chlorine (liquid) . . . oil soluble dye . . . benzene hexachloride (technical)

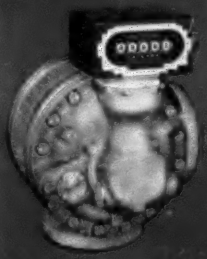


Give You PROTECTION Where It COUNTS!

Precision and durability are the plus values you receive in Rotocycle meters. The time-proven, positive displacement design in which all working parts smoothly revolve is responsible for their accuracy and long life.

You also gain loading speed when you meter your bulk plant outlets with Rotocycles. Generous size internal passageways and a free running mechanism see to that.

Let Rotocycle meters unerringly police your gallonage. You'll find they quickly pay for themselves out of savings.



AT BULK PLANTS

Model B-5 Rotocycle with large numeral set-back register. Small numeral or printing register optional.

ON PIPE LINES

Model 2-PL pipe line meter shown with straight reading register and temperature compensator. Other style register available to suit every need.

ROCKWELL MANUFACTURING COMPANY
Pittsburgh 8, Pa.

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New York Pittsburgh San Francisco Seattle Tulsa

NATIONAL PETROLEUM NEWS

Vol. 42—No. 52 | Established 1909 | December 27, 1950

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Cleveland 13, Ohio — 1211 West 3rd St. CHerry 1-7672

Other Platt Petroleum Publications: Petroleum Processing, Platt's Oilgram News Service, Platt's Oilgram Price Service.

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Published every Wednesday. Editors of National Petroleum News accept no responsibility for unsolicited manuscripts. Subscription rate $7 per year in United States, Mexico and Pan-American Countries; $8.50 in Canada and Foreign Countries. Current copies 15 cents, except special issues; back copies more than two months old 50 cents per copy. Microfilm copies available through University Microfilms, Ann Arbor, Michigan. Trade Mark Registered U. S. Patent Office.

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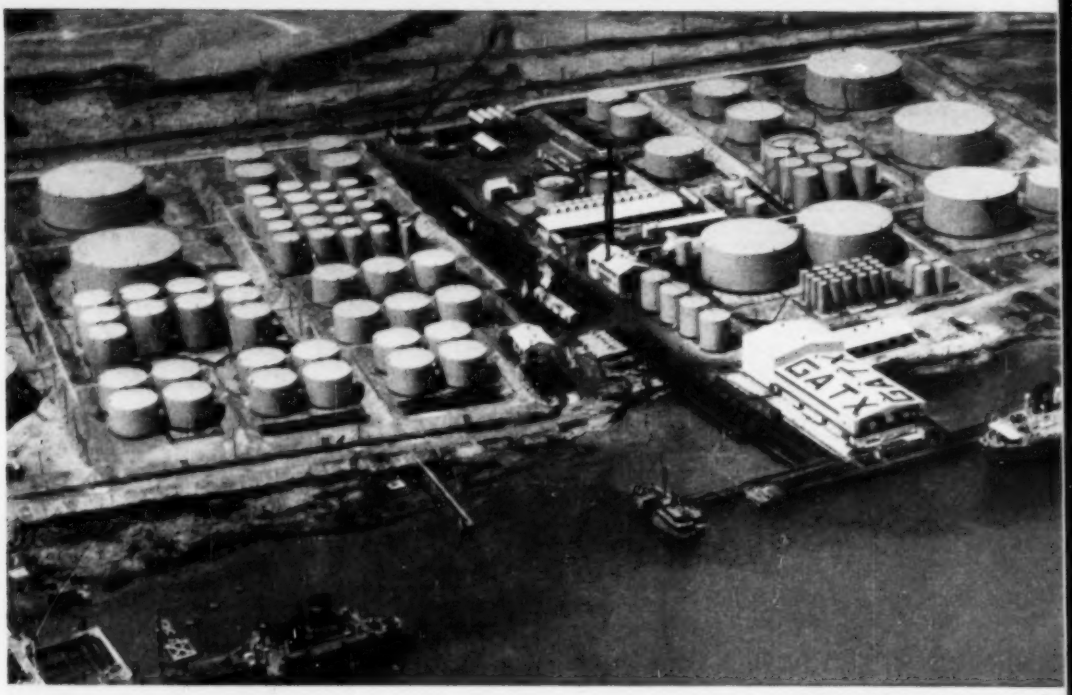
Entered as second class matter January 17, 1910, at Cleveland, Ohio, post office under act of March 3, 1879, by the National Petroleum Publishing Company.

Now!...develop the rich midwest

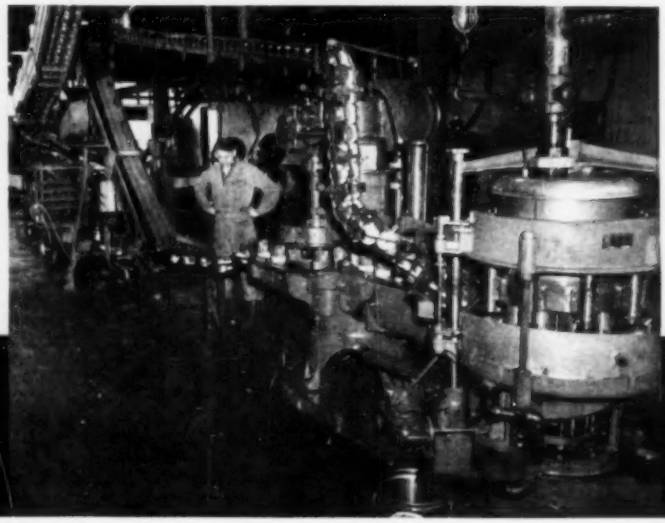


Aerial view of Carteret, N. J. terminal

Your petroleum products *packed in drums or barrels . . .*

With no investment in equipment, General American customers at Carteret, N. J., and Goodhope, La. enjoy all the convenience of private barreling and drumming.

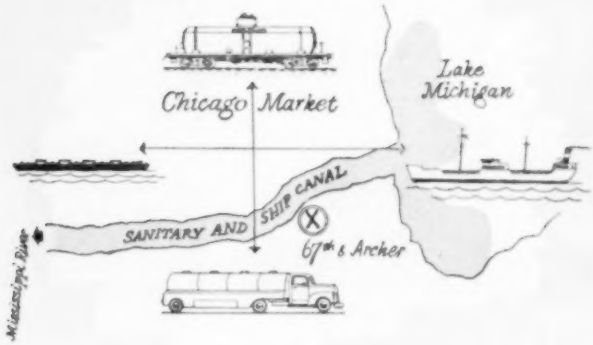
Your own product . . . blended to your specifications, can be handled in this manner . . . packed and ready for quick distribution. These two terminals also offer complete facilities for rapid canning of petroleum products in all size containers including one-quart.



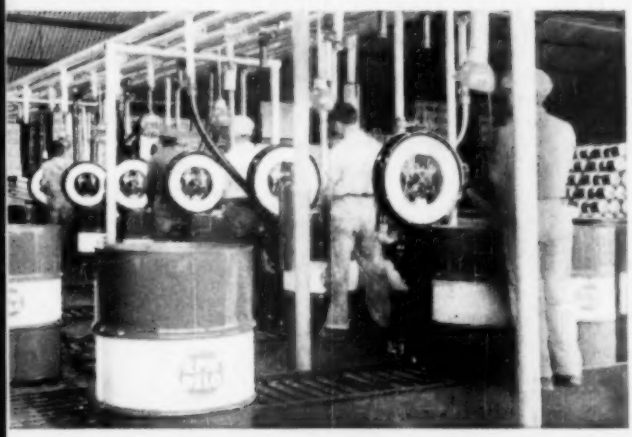
NOW IT'S *FIVE* STRATEGICALLY LOCATED TERMINALS EQUIPPED TO HANDLE ANYTHING THAT FLOWS THROUGH A PIPELINE— Alcohol, benzol, creosote, petroleum or vegetable oil, etc.

market at lowest possible cost–

GENERAL AMERICAN opens new Chicago Tank Storage Terminal!



CHICAGO TERMINAL WILL OPEN APRIL 1, 1951



Make the Midwest your market! Develop the potential of this great inland industrial center. Enjoy all the advantages of your own private terminal . . . without risking capital . . . *without making any investment.*

The new terminal is ideally situated near Chicago's Clearing Industrial District at 67th and Archer on the Sanitary and Ship Canal. It's fully equipped with most modern facilities—special equipment guards against contamination of different types of liquids—protection against excessive evaporation, fire and explosion. Everything for safe, profitable storage and complete distribution at lowest cost.

As a further aid, General American Tank Storage Terminal warehouse receipts represent the highest form of collateral. For financing, storage or distribution suggestions, contact your nearest General American representative.

GENERAL AMERICAN TANK STORAGE TERMINALS

A Division of General American Transportation Corporation

135 SOUTH LA SALLE STREET • CHICAGO 90, ILLINOIS

WORLD'S LARGEST PUBLIC TANK STORAGE SYSTEM

Terminals at: Chicago, Ill. • Carteret, N. J. • Goodhope, La. • Houston and Corpus Christi, Texas

Who's to say when you need tires?

You, of course! But, often, it's at the corner service station you're first reminded that your treads are wearing thin. And purchases there, by you and millions of other car owners, have made this convenient source today's largest marketer of replacement tires, batteries and accessories.

Most merchandise on sale at service stations was sold *first* to oil companies and oil jobbers. Management recognized it as traffic-building goods. Sales and merchandising crews viewed it as promising volume business. It became part of the progressive TBA program because oil men at headquarters, in regional offices and in the field believed in it, accepted it. It is merchandise that has won approval *right down the line.*

First step in moving *your* products through the nation's best service stations is to place your story before oil marketing men. Reach them, tell them, sell them through *National Petroleum News* . . . the oil industry's marketing magazine!

Planning to build sales through service stations? Write for helpful, new fact-booklet titled "TBA."

*TBA is the oil industry's designation for *tires, batteries and accessories* now being sold in planned programs directed by oil companies and oil jobbers, conducted through the nation's best service stations, promoted by *National Petroleum News*

National Petroleum News

1213 West Third St., Cleveland 13, Ohio . . . Offices in New York, Philadelphia, Chicago, Houston and Los Angeles

AHEAD OF THE NEWS

BOTTOM LOADING SUCCESSFUL—Bottom loading of tank trucks will "revolutionize" terminals of the future, in the opinion of one company which has been experimenting with the method for several months (see NPN, Oct. 25, p. 7). An executive of this company says the experiments have been more than satisfactory and predicts that bottom loading will be used at all future terminals built by his company. This will reduce construction costs considerably by eliminating the need for expensive loading racks. Loading racks already installed at terminals will continue to be used for some time, however, because of the expense involved in removing them. In addition to cutting costs, bottom loading also will be safer for employes and will result in less product loss by evaporation.

• • •

CAR SERVICE EQUIPMENT—National Production Authority is expected to name an industry task force soon to see what can be done about lessening the impact of the mobilization program on manufacturers of service station and automotive shop equipment—hoists, jacks, brake equipment, front-end equipment, electrical supplies, tire pumps, engine-rebuilding equipment and valves. Task group, when it gets started, probably will survey the industry on the following points, among others: (1) Classification of essentiality of items in each manufacturer's line. (2) Possible methods of simplification of models to eliminate duplication and conserve critical metals.

• • •

TEMPORARILY REVOKED?—Internal Revenue Bureau revoked, effective Dec. 1, a 1942 regulation which permitted truck operators to deduct from federal income taxes all fines paid for violation of state laws on weights, loads and sizes. The 1942 ruling was adopted primarily as a wartime measure and, considering current conditions, it is entirely possible that such deductions might be re-authorized—especially if the mobilization program calls for sharp inreases in truck tonnage movements, a Revenue Bureau spokesman told NPN.

• • •

JOBBER CAPITAL—Some petroleum credit men are suggesting to oil jobbers that they form separate corporations to handle their sideline activities, (if they are profitable) and to enlarge their over-all capital investment in their enterprises. Too often, they say, jobbers are trying to handle oil burners, or automotive parts, or appliances of some kind, plus a greatly expanded oil business, without increasing their basic financing, and at times making unwise use of open account credit to compensate for their thin capital structure.

THE HD PICTURE—Some oil marketers selling a premium grade oil which is on the borderline of meeting 2104-B heavy duty specifications have decided—in view of possible additive-detergent shortages or tightened supply—that for the present they will recommend their premium grade for those cars where HD (heavy duty) oil is recommended. The question of what to do regarding car dealers who now may demand an HD oil remains uncertain at the moment in most cases. Some marketers say they'll try to supply them with HD oils as long as they last, while others say they won't strip their commercial (fleet) accounts to satisfy passenger car needs.

• • •

INDUSTRY PROBLEM—There appears to be little likelihood that Senate Small Business (Benton) subcommittee will take any concrete action toward solving complaints of Chicago fuel oil dealers that they're being squeezed out of the market, despite the committee's recent lengthy hearings (see NPN Dec. 20, p. 28). Some influential committee members privately voiced the opinion it was an industry problem, and should be worked out satisfactorily by industry itself. There are indications this will be done. One large marketer has granted dealers an increase of 0.2c in their margin, bringing it up to 1.9c per gal., and this might set the pattern. Dealers contended they needed margin of 2c or more, but might be willing to settle for 1.9c.

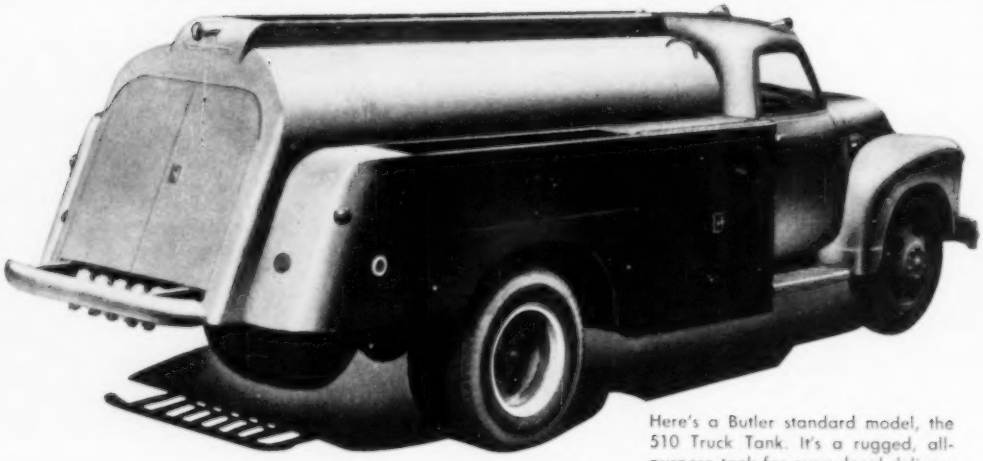
• • •

SCALED DOWN—Oldsmobile 1951 models will be powered with 7.5 to 1 compression ratio engines, up from the 7.25 to 1 ratio in the 1950 series. Original plans called for a 1951 compression ratio of 8 to 1, but due to war threats and their possible effects on gasoline octane ratings, company decided to stop at 7.5 to 1 for the present at least. Meanwhile, Chrysler is due to come out with an overhead valve V-8 engine in the big model only of its 1951 series. Compression ratio of this engine seems uncertain at the moment, but automotive reports indicate it may be slightly above the 7.25 to 1 ratio in the 1950 engine.

• • •

TRUCKS VS. RAILROADS—Hot legislative fight between truckers and railroads is building up in Texas. Truckers want longer and heavier vehicles on highways, while railroad interests contend "highway boxcars" already are too big. Texas Motor Transportation Assn. will ask Texas legislature next month to adopt full standards of American Assn. of State Highway Officials, calling for top load of 73,280 lbs. and 60 ft. trucks and trailers, but keeping the 18,000 lb. axle load limit. Railroaders say present limits (gross weight of 48,000 lbs., 45 ft. length and 18,000 lb. axle limit) are too high now.

Greater value per dollar



Here's a Butler standard model, the 510 Truck Tank. It's a rugged, all-purpose tank for every local delivery need. In 850 and 1,000 gallon sizes.

Butler 2000 Gallon Fuel Oil Truck Tank built for Sinclair Refining Company.

Phillips Oil Corp., Pan-Am jobber, services customers from this sleek Butler 2000 gallon Truck Tank.

CUSTOM BUILT FOR YOUR JOB!

Do you have a special truck tank design problem? Butler engineers can solve it! They know from long experience exactly what tank design will fit your special operating conditions. They can add special features that you need to get your job done.

Whatever your operating requirements may be . . . local or rural delivery of gasoline, kerosene, packaged goods, specialties, fuel oil or aircraft fuel . . . Butler can design and build for you the model and size that will fill the bill. And best of all, you get the same rugged Butler dependability throughout the line!

with BUTLER® TRUCK TANKS

—Your Best Top Quality Buy!

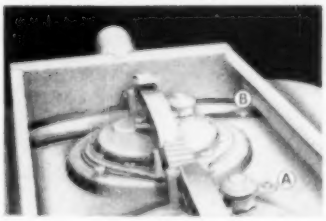
Streamlined design of this Butler 2500 Gallon Truck Tank provides pleasing appearance and ample space for company and product identification.

You *do* get greater value per dollar with Butler Truck Tanks. First, they are designed to meet all the requirements of grueling day-in and day-out service. Second, they are built structurally stronger to give you more trouble-free operation. As a result, Butler Truck Tanks cost far less to maintain. And, third, numerous additional design and operating extras are built into each Butler Truck Tank to make them an outstanding buy for you.

For better performance, longer life, lower maintenance cost, Butler Truck Tanks are truly your best long-term investment!

Here Are Just Three of Many Features that Highlight Butler Top Quality!

Skirting has rolled edge for maximum rigidity and neater appearance. It's properly braced for greater strength and longer wear.



Threaded top vent (A) and bottom drain between double bulkheads provides for most efficient testing. All waste and spillage is confined by flashing, collected in trough and drained safely through concealed tube (B).

One-piece formed construction of raised safety edge and heavy, rough-tread walkway gives greatest safety and longest wear with attractive appearance.

For additional information, Address Dept. PN412 at office nearest you:

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954 6th Ave., S. E., Minneapolis 14, Minn.
Box 1072, Richmond, Calif.

BUTLER MANUFACTURING COMPANY

KANSAS CITY, MISSOURI GALESBURG, ILLINOIS RICHMOND, CALIFORNIA BIRMINGHAM, ALABAMA MINNEAPOLIS, MINNESOTA

THE GULF RESEARCH CENTER, near Pittsburgh, Pa., comprises more than 40 buildings and employs more than 1500 scientists and other operating personnel.

Almost every imaginable type of research, from "pure" science to product testing, is done.

Here is another example of how the Gulf Oil Corporation is intensifying its efforts to further improve products which will guarantee better performance for the motorist . . . and thus automatically result in more and more sales for the Gulf Dealer.

FIFTY YEARS OF SERVICE
1901 GULF 1951
PETROLEUM AND ITS PRODUCTS

GULF OIL CORPORATION • GULF REFINING COMPANY • GULF BUILDING, PITTSBURGH, PA.

NPN

WASHINGTON

Price Stabilizers Top Even OPA In Confusing Selves, Industry

By Herbert A. Yocom, Washington Editor

Our economic stabilizers are getting off to an even worse start in the present emergency than did OPA in the last war.

And, along the way, quiet, aloof-looking Alan Valentine, as administrator, may be proving that it isn't just a bull (remember Leon Henderson) that can make a mess of a china shop.

For ill-considered, hasty and terribly confusing actions, nothing that happened the last time (and, oh, how we wish it could have really been the last) seems quite to match up with those that have been taken here in recent days.

No one would deny that the stabilization task is going to be a tremendously difficult one, as well as nigh onto thankless. That is why President Truman got turndowns from up to 40 different men before finally someone suggested the name of Mr. Valentine, and he accepted the assignment. Michael V. DiSalle, the mayor of Toledo, likewise was the last of a long list of individuals approached for the post of Director of Price Stabilization.

But difficult, thankless and unwanted though their jobs may be, Messrs. Valentine and DiSalle are the ones who must bear responsibility for the present terribly mexed up state of affairs.

And, because they have that responsibility, it is being suggested already that one or the other or both may not be long for the Washington scene. Henderson, too, it will be recalled, finally had to be dropped, but the betting is that the history books will show him as having stayed on longer.

* * *

The stabilizers first got themselves cross-wise with the automobile manufacturers, finally winding up in the predicament of having to issue an order freezing prices at the Dec. 1 level pending further study.

Then, on Dec. 18, they requested that the oil price-line be held as of Dec. 8, using as the means of so doing a telegram that went to only 40 companies in the East and Midwest but which it intended, said ESA, should be complied with also by all other members of the industry.

And, on the following day they called upon businessmen generally to hold their prices at Dec. 1 levels subject to permissible exceptions outlined in a vague and, to a large extent, valueless set of "pricing standards."

* * *

The train of events that followed, with particular reference to our industry, is related fully in the news columns of NATIONAL PETROLEUM NEWS.

Some folks might ordinarily be inclined to think those events to have been funny. They were far from that.

They constitute, instead, a tragic instance of bureaucratic bungling such as shocked even veteran newsmen — cynics all — into wondering what in the heck was going on, anyway.

The excuse given at ESA is that something had to be done, and they did it.

That they did; that they did. But the trouble is that they are in a fair way to having sunk the ship in the process.

* * *

Confusion is in the very air down at ESA, which is temporarily located in a ramshackle old building that was erected in World War I days (honest) and was meant long since to have been torn down.

Taking a turn through old Temp E Building is an experience in itself. On a day last week, the writer encountered a former associate of AP days, Joe Miller, just 24 hours on the job of handling ESA's "public relations" and already facing a seemingly hopeless task. Turning a corner, who should we see go grinning by but old Cyrus Ching, the great giant of a man who's supposed to "stabilize" wages. And up the corridor soon dashed Alan Valentine, with Michael DiSalle close behind—and both enroute to the California crude oil price meeting.

But mostly you bump into just plain, ordinary, obviously harassed businessmen (the worried look in their eyes is the giveaway) in the process of trying to find out where to go, how to get there and whom to see, and no one apparently able to give them the answers.

PUTS OUT AND KEEPS OUT FLAMMABLE LIQUID FIRES!

BULK PLANT FIRES

REFINERY FIRES

TANK TRUCK FIRES

AER-O-FOAM ACTS QUICKLY... STOPS LOSSES

In a matter of seconds Aer-O-Foam forms a thick, tough, long-lasting, air-tight blanket of foam that snuffs out flames . . . insulates threatened areas . . . prevents flashbacks.

Get the complete details. Write or call today for descriptive literature.

NATIONAL FOAM SYSTEM INC.
WEST CHESTER, PENNA.

WHATEVER YOUR NEED

Plate 995
McDonald Aluminum Loading Nozzle
2", 2½"

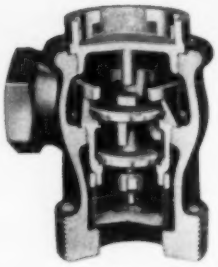


Plate 215-N
McDonald Double Poppet Angle Check Valve with Removable Cage Assembly
1½"

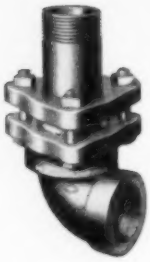


Plate 813
McDonald Standard Swing Joint—Single (Patented)
¾" to 10"

Plate 819
McDonald "Fastflow" Fuel Oil Nozzle
1", 1¼"

Plate E-11003
McDonald Lock Lever Barrel Faucet with Female Iron Pipe Thread Outlet
¾", 1"

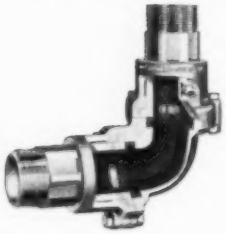


Plate 984
McDonald Master Swing Joint (Double)
1½", 2", 2½", 3"

Plate 980
McDonald Super Hose Nozzle (Patented)
¾", 1"

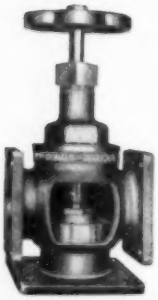


Plate 982
McDonald Cross Valve
2"

Plate 814
McDonald Standard Swing Joint (Double)
¾" to 10"

McDONALD

in OIL EQUIPMENT

Plate 988
McDonald Vacuum Breaker for Loading Lines
$\frac{3}{4}$"

Plate 889
McDonald Straight Swing Joint
$1\frac{1}{4}$" to 4"

Plate 983
McDonald Master Swing Joint (Single)
$1\frac{1}{2}$", 2", $2\frac{1}{2}$", 3"

Plate 926
McDonald Iron Body Single Poppet Angle Check Valve
$1\frac{1}{2}$"

Plate 882-M
McDonald Vented Fill Cap with Male Threads
2"

Plate 913
McDonald Double Poppet Foot Valve (All Bronze)
$1\frac{1}{4}$", $1\frac{1}{2}$", 2", 3"

Plate 225
McDonald Fill Pipe Strainer
2", $2\frac{1}{2}$", 3", $3\frac{1}{2}$", 4"

. . . you can be sure of top performance by taking advantage of McDONALD experience, McDONALD engineering and the service record of McDONALD products. The McDONALD mark has been a symbol of sound design and durable manufacture for 94 years! A complete line; write for catalog.

A. Y. McDONALD MFG. CO.

"The Home of the Swing Joint"

DUBUQUE, IOWA

There's a McDonald Branch or Distributor Near You

"Marshalling the forces of advertising to help solve national problems and to make democracy work better . . ."

DO YOU KNOW that the forces of advertising are engaged today in one of the world's greatest jobs of mass education . . . *in the public interest?*

Do you know that these forces for good have been released through the vision and unselfish cooperation of American business – advertisers, advertising agencies, media owners and others?

Hundreds of advertising agencies have volunteered their planning and creative time and facilities. Artists, cartoonists, photo-engravers, printers, typographers and others have contributed their services.

Media owners have donated millions of dollars in space and time. National and local advertisers have sponsored and paid for many millions of public service advertising messages.

As a result, the American people are being alerted as never before to the dangers which threaten from within and from without . . . the dangers of ignorance about our American economic system, intolerance, tuberculosis, school and teacher shortages, etc.

And, at the hub of this great public service effort is *your* organization . . . The Advertising Council.

Advertisers and Media Owners . . . Your Help is Needed!

Right now The Advertising Council has 14 programs in operation. The success of these programs depends on the public spirited and generous cooperation of advertisers and media owners. *Your* help, in the form of space or time donations, will mean a lot to us. And remember . . . *What helps America helps you!*

Yours for the Asking

Write for a copy of Booklet No. 15. It will give you pertinent information about The Advertising Council . . . how it started . . . what it is . . . what it does . . . Or ask for material on specific campaigns. Address: – The Advertising Council, 25 West 45th Street, New York 19, N. Y.

Published in the public interest
by
NATIONAL PETROLEUM NEWS

*A NON-PROFIT ORGANIZATION FORMED TO UTILIZE ADVERTISING IN THE PUBLIC GOOD

Distillate Fuel and Kerosine Stocks Continue Sharp Seasonal Decline

Gas oil and distillate fuel was being taken out of storage tanks and put back in at a high rate during the past week.

Distillate production by U. S. refineries during the week ended Dec. 16 came within 10,000 bbls. of equalling the all-time high set in the week ended Oct. 14, API's refinery operations report shows.

Stock withdrawals of distillate fuel went over four million bbls. during the week, however. Withdrawals from kerosine and residual fuel inventories also were heavy as cold weather in most parts of the nation continued (see summary below).

Inventories of distillate fuel have declined 9,808,000 bbls. as the result of heavier withdrawals between the week ended Nov. 11 and that ended Dec. 16. Kerosine stocks have dropped 6,051,000 bbls. in the same period.

Residual fuel oil withdrawals during that period total 3,856,000 bbls.

Compared with inventories on the comparable date in 1949, kerosine stocks are slightly higher, while distillate and residual are below 1949. Kerosine stocks were 22,267,000 bbls. on Dec. 16, 1949; distillate, 82,450,000 bbls.; and residual, 62,786,000 bbls.

Lubricating oil inventories, which have been declining at a rapid rate for the past few months, were slightly higher at the end of October for some of the components in both Pennsylvania and the Midwest-Mid-Continent areas. In the Middle West, bright stock inventories were higher but viscous neutrals were lower than in September, according to Western Petroleum Refiners Assn. statistics.

In Pennsylvania, more viscous neutral and bright stock were in storage in October than in September. Raw long residuum, 600 steam refined stock and other steam refined stock inventories were lower, according to National Petroleum Assn. figures.

Midwest lube inventories on Oct. 31 in bbls. were (September figures in parentheses): total bright stock, 209,046 (172,527); total viscous neutrals, 488,269 (510,325).

Pennsylvania lube inventories in bbls. on Oct. 31 were (September figures in parentheses): raw long residuum, 754 (14,364); 600 steam refined, 132,713 (163,785); other steam refined, 52,148 (53,742); bright stock, 130,970 (115,034); viscous neutral, below 180 vis. but not below 142 vis. at 100, 92,418 (71,679); viscous neutral, 180 vis. at 100 and above, 134,050 (127,540).

LP-Gas Tight—Sustained cold weather, among other things, has brought on a general tightness in LP-gas, and threatens to curtail, if not soon shut down, a number of large industrial plants in the Midwest, a survey by NPN indicates.

NPN was told by men both inside and outside the oil industry that tight supply condition for most part was result of early and continued cold weather since Thanksgiving, heavy snow delaying tank car shipments.

Some outside oil industry, representing firms faced with shutdown or curtailed operations, were critical of insufficient storage at some points of manufacture to meet their needs in an emergency, switchmen's strike and shortage of pressure cars.

An industry source told NPN that as late as Nov. 15, supplies in the LP-gas industry appeared in balance for December even though new tank cars would not be delivered. When the cold wave swept almost entire country, reserves in secondary and consumer storage were insufficient to withstand the shock, he said.

Gasoline consumption in the U. S. continued to show increases in 1950 compared with 1949. In September, 1950, 8.16% more gasoline was consumed than in September, 1949.

Total gallonage in September, 1950, was 3,433,870,000 compared with 3,691,700,000 in August, 1950, and 3,174,822,000 in September, 1949.

The total gain in the first nine months of 1950 compared with 1949 is 8.08%. Gallonage during this period in 1950 was 29,111,348,000 compared with 26,935,405,000 gals. in 1949.

Meanwhile, the API has received reports on gasoline consumption from 25 states for October. Tabulation follows (in thousands of gals., with comparative figures for October, 1949, and percent of change):

	Oct. 1950	Oct. 1949	% Change
Arizona	19,863	17,872	+11.1
Arkansas	35,653	32,594	+9.3
Connecticut	43,900	40,304	+8.9
Georgia	66,466	58,719	+13.2
Illinois	210,638	183,586	+14.7
Indiana	108,833	97,033	+12.0
Iowa	85,743	83,536	+2.6
Kansas	60,801	55,742	+9.1
Kentucky	49,431	47,094	+5.0
Louisiana	48,048	42,679	+12.6
Nebraska	39,077	37,388	+4.5
New Hampshire	11,687	10,839	+7.8
New Jersey	118,631	100,924	+17.5
New Mexico	19,302	17,468	+10.5
New York	229,143	213,065	+7.5
North Dakota	28,271	20,358	+38.9
Ohio	197,888	186,651	+6.0
Oregon	45,657	41,864	+9.1
Pennsylvania	201,160	177,411	+13.4
Rhode Island	13,973	13,059	+7.0
South Carolina	40,107	36,193	+10.8
Texas	264,105	226,464	+16.6
Vermont	8,737	8,331	+4.9
Washington	60,242	55,394	+8.8
Wyoming	11,624	9,995	+16.3

August consumption in Oklahoma totaled 68,318,000 gals., an increase of 12.4% over the state's 60,771,000 gals. for August, 1949.

New Cracker—Imperial Oil, affiliate of Jersey Standard, has let contract to Foster-Wheeler Ltd., for construction of additions to its Edmonton refinery including a 10,000 b/d Fluid catalytic cracking unit.

Besides the cat cracker, with auxiliary gas recovery plant, a 10,000 b/d vacuum distillation unit will be installed. Construction will begin next spring, and is to be completed in the summer of 1952.

Saudi Arabian crude production in November averaged 620,094 b/d, a decrease of 23,053 b/d from the all-time high set in October, but 165,583 b/d over November 1949 production, according to the Arabian American Oil Co. For the first 11 months of 1950 production averaged 540,098 b/d, an increase of 62,028 b/d over the corresponding period of 1949.

Refinery Operations Summary

(U. S. totals—B. of M. basis)

Production	Week Ended Dec. 16	Week Ended Dec. 9 (thousands of bbls.)	Increase or Decrease
Crude runs—daily avg.	5,925	5,869	+ 56
Foreign crude included	535	446	+ 89
Per cent operated	88.1	87.3	+ 0.8
Gasoline	20,498	19,188	+ 1,310
Kerosine	2,267	2,171	+ 96
Gas oil & dist. fuel	8,864	8,297	+ 567
Residual fuel oil	8,567	8,611	- 44
Stocks			
Finished & unfinished gasoline	110,943	109,647	+ 1,296
Kerosine	23,152	25,047	- 1,895
Gas oil & dist. fuel	76,913	80,964	- 4,051
Residual fuel oil	41,598	43,307	- 1,709

"Keep the Power You Bought"

...a sales message that makes sense to your dealers' customers

More car owners than ever before are seriously interested in giving their engines the best possible care. They know that they may have to continue using their present cars for a longer time than they would like to. They know that top-quality oil is essential to long engine life.

The Pennsylvania Grade Crude Oil Association is aiming its advertising right at your dealers' best oil customers, with millions of selling messages keyed right to the current situation. Dealers can turn this timely pre-selling into extra profitable oil volume if they let their customers know that they handle a 100% Pure Pennsylvania Oil. No group of retailers has ever had a better opportunity to capitalize on a ready-made public acceptance.

See that your dealers
PUSH 100% PURE PENNSYLVANIA OIL

- *Display it!* *Put Pennsylvania Oil out where every customer who stops in can see it. Identify it as "100% Pure Pennsylvania."*
- *Talk it!* *Oil profits will go up if service personnel always recommend "100% Pure."*
- *Sell it!* *Car owners know about the superiority of Pennsylvania Oil . . . it just takes a little reminder to make the sale.*

For your protection, only oils made from 100% Pure Pennsylvania Grade Crude which meet our rigid quality requirements are entitled to carry this emblem, the registered badge of source, quality and membership in our Association.

PENNSYLVANIA GRADE CRUDE OIL ASSOCIATION
Oil City, Pennsylvania

NATIONAL PETROLEUM NEWS

How Jobbers Promote Oil Heat—

Survey Shows Newspapers Are Favorite Media Used; Advertising Shuns Direct Mention of Natural Gas

This is the first in a series of three articles on how jobbers promote oil heat and how they feel about the natural gas threat. The series is based on a survey by NATIONAL PETROLEUM NEWS of jobbers in the nation's principal heating oil markets.

The article appearing on these pages discusses jobber advertising of fuel oil. The second article, to appear in a subsequent issue, will discuss various services jobbers are offering to hold fuel oil customers and win new ones. The final article will tell what jobbers think about the natural gas challenge.

By JOHN BARTON
NPN Staff Writer

Jobbers advertise fuel oil in newspapers more than in any other way.

Direct mail is their second most popular medium.

Relatively few jobbers mention gas directly in their fuel oil advertising.

These facts are among the results of an NPN survey on how distributors promote oil heat.

Here is what NPN learned:

1. About 60% of the country's jobbers use newspaper advertising. (Percentages for other media appear in the chart on the front cover.)

2. Consistent with this, 37% of the jobbers call newspapers their "most successful" medium—a higher percentage than for any other advertising method. Twenty-three per cent of the jobbers choose direct mail. Other "most successful media" votes go to:

Radio—14%
Outdoor posters—7%
Tank truck signs—7%
Handouts—5%

Although NPN does not classify personal contact as an avertising medium, 5% of the jobbers call it their most effective method. One jobber names movie advertising.

3. Of those jobbers who do any fuel oil advertising at all, 78% use more than one medium. Some use as many as five media. Jobbers who advertise use an average of 2.4 media.

4. Four of the selling points of oil heat are used in advertising by the following percentages of jobbers:

Safety—73%
Assured supply—71%
Choice of supplier—58%
Economy—42%

(These percentages include only jobbers who use at least one of the above selling points.)

5. Only 6% of the distributors name natural gas directly in their advertising. Seventy per cent allude to gas "by inference." The remaining 24% make no refererence to gas, directly or indirectly.

6. The amount and quality of gas advertising compared with oil advertising varies with the area. Jobbers report that gas advertising generally is heavy and effective in areas where gas is in ready supply and seeking to open new markets. Elsewhere, in areas where gas is prohibited from taking on new customers, or where its supply is small—gas ads are poorer than oil's.

Following is a description of advertising being done by various jobbers to push fuel oil. This material merely represents a "sampling" of what some jobbers are doing individually, or as part of oil heat promotion organizations.

Newspapers

Dixon Oil Co., of Dixon, Ill., last spring conducted a heavy advertising campaign pushing fuel oil. The reproduction on p. 18 is an example of its ads. Another full-page advertisement, which ran April 12 in the *Dixon Evening Telegraph*, showed a 15 x 9 in. picture of a two-story downtown building, plus a small picture of an oil burner. Copy read: "This BIG building heated by this SMALL but powerful unit."

Dixon thus ties in its advertising with that of the equipment manufacturer. It offers customers the combined advantages of quality equipment, "fine fuel oil," and its own "expert workmanship."

Battle in St. Louis—Fighting hard in an area where where jobbers report fuel oil costs one-third more than gas, Oil Heat Institute of St. Louis has had several newspaper advertising campaigns to fight the gas challenge. The institute has jobber representation.

Following a survey last year to determine what the public thought of oil heat, the institute held a $1,000 prize contest (see ad reproduction on p. 19). This was followed last winter by a series of smaller ads emphasizing that oil heat is automatic and safe.

Members of the St. Louis OHI then put their heads together. They decided their slogan, "Oil—The Worry-Free Heat," was going over the heads of the general public. Members felt the public did not catch the safety angle of oil heat.

New Campaign—The institute then decided to launch a newspaper campaign in the *St. Louis Star Times*, the *St. Louis Post-Dispatch*, and the *St. Louis Globe Democrat* (large daily and Sunday newspapers). The campaign, which consisted mostly of five-column by 12-in. ads, included insertions in June, July and August of this year. Selling slogan for each of the ads was: "Heat With Oil, the Safe, Automatic Fuel!"

Illustrations and copy in the ads:

1. Gave the personal touch. Testimonials from residents of St. Louis and its suburbs were included. Pictures showed home owners and homes using oil heat.

2. Stressed that oil is "ideal for heating a large building." Photos of "important" buildings using oil heat included a factory, school, apartment house, office building, hotel and car agency.

Although gas was not mentioned directly in the ad series, comparison was made by inference with gas' explosive, asphyxiating qualities. The testimonial of one father of five children (shown in pictures) put it this way:

"Oil heat . . . gives us completely dependable warmth and comfort. Because it's clean, we can use our basement for television viewing and for the washing that goes with five children. Because oil cannot be acci-

SERVICE AND REPAIR facilities of Dixon Oil are shown in this full-page newspaper advertisement which ran in the *Dixon Evening Telegraph* (circ. 15,000), Dixon, Ill. Upper left photo shows company's metal-repair shop for burner service. In upper right picture, company service man is fabricating iron for oil furnace duct work. Pictures below are of "typical" oil warm-air-conditioner installed in customer's home, and of Dixon Oil truck at company bulk plant

dentally ignited, and there are no toxic fumes, we never have to worry about safety."

Results The St. Louis OHI campaign, according to a member, "has not produced many new burner sales." However, he points out that the ads have "had a tendency to keep our present customers sold on oil heat, which is very important." The distributor concludes, "We are convinced that if it had not been for our advertising campaign, we would have lost many more of our present customers. . . ."

One-Two Punch — Lamson Oil Corp., of Providence, does the bulk of its advertising in the city's large-circulation Sunday and evening newspapers. Its ads start in the period April to July and then come back in September, October and November. A local advertising agency handles the company's campaigns. The 1950 budget for all advertising of both fuel oil and gasoline is about $14,000.

Newspaper ads in the April-July period tie in with Lamson's outdoor campaign (see poster at right). Using ads of varying sizes from one to five columns, the company has been stressing its "new all-inclusive fuel oil and service contract," which it use.

Sample one-column ad run by Lamson reads:

"This is the $16 Question—

"Is it worth $16 to have a complete fuel oil and service contract covering . . .

"1. Expert, pre-season burner cleaning and control adjustment.

"2. Temptrol (degree day) automatic delivery of quality fuel oil.

"3. Unlimited service calls.

"4. Replacement, or repair, of costly burner parts such as fuel tank, motor, relay, and other parts—without additional cost."

Direct Mail

Charleston Oil Co. of Charleston, S. C., is pulling no punches in swinging away at natural gas through direct mail. It has launched its drive *before* gas enters the area as a competitor. (A gas pipe line is being projected for the Charleston region.)

The company has prepared a series of 3½ x 6 in. booklets, each containing from 600-700 words of editorial material telling home owners of the advantages of fuel oil over natural gas. Five booklets in the series discuss gas; another decries oil "scares."

Here are some directly quoted arguments the company uses to promote oil heat, with no hesitation shown in mentioning gas directly:

1. **Low Cost of Gas Temporary**—War built oil pipe lines "were sold, at a loss, to private promoters who diverted their use to natural gas transportation.

"The well owners, rushing into this market for this hitherto unsalable by-product, signed contracts with the promoters practically giving the gas away. . . ."

If wellside prices rise, "as the

OUTDOOR POSTER displayed by Lamson Oil Corp., Providence, prior to the heating season to promote its service contract. This is one of eight billboards shown from May 7 to July 1 on main thoroughfares leading into Providence. Large arrow with words "Get Lamson's All Inclusive Fuel Oil and Service Contract" points to the words "$16 a Year." Box in upper right corner of poster reads: "Covers All Service Calls and Parts"

owners come to realize the value of their gaseous by-product, and present contracts expire . . . rates to the ultimate consumer must also rise. But what of it? They (gas promoters) won't suffer. Their customers will—by paying the higher price or the price to change to a more economical heat supply."

Conclusion: "Oil is your best buy today as well as yesterday."

2. **Fuel Oil Dependability** — The Charleston Oil booklet series also points out that a natural gas pipe line from the Gulf Coast "would mean that those homes, business establishments, hotels and office buildings now dependent upon fuel oil and other forms of heat energy would find their sole source of supply a single pipe line laid under the earth—and over, or under, countless rivers and streams.

"In addition, these customers would depend on the proper functioning of numerous pumping stations. . . .

"Can (the gas customer) be assured that no natural catastrophe—hurricane, earthquake, fire or other act of God—or wartime sabotage will make that pipe line unusable for long periods. . . . Can he be assured that power or mechanical failures will not bring the pumps to a standstill?

"Contrast that single pipe line with Charleston Oil's many sources of supply—tankers, tank cars and an almost unbelievable number of highway tank trucks. . . ." The company "still provides a wide margin of safety for its customers in the number of storage tanks it maintains."

No Oil Shortage — The booklet series also explains to readers in detail why the country is not running out of oil. Another "editorial" gives a cost analysis showing that oil is cheaper than gas in Brooklyn, N. Y.; Washington, D. C.; and New England.

Printed in bright colors on stiff paper, the booklets carry on the inside covers, facts about the company and the services it offers fuel oil customers.

Most Successful—One jobber that emphasizes direct mail is Milder Oil Co., Skelly distributor at Omaha, Nebr. Milder feels direct mail is its most effective medium (other media: radio, movies). Following are sample pieces used by the company.

1. A 7 x 3½ in. two-color self-mailer which opens into a 10½ x 14 in. spread. Listed in eight columns are the names of 553 oil burner makes. Copy above the list announces: "Milder Oil Co. furnishes the correct grade of oil and mechanical service for the following oil burners, plus any other make."

Below the list, home owners are reminded: "If the name of your oil burner appears here, it will pay you to fill out and mail the enclosed postcard" (see reproduction at left). Copy on the reverse side describes the company's fuel oil services.

2. Another Milder Oil self-mailer opens to a 17 x 22 in. spread with large illustrations of the company's bulk storage, tank truck fleet (18 units) and burner service trucks (six units). Another picture shows a "tamper proof" recording meter used by the company. Prospective cus-

OIL-HEAT CONTEST AD inserted by Oil Heat Institute of St. Louis in local papers. Persons entering contest had only to complete following sentence in 25 words or less: "Oil is the worry-free heat because . . . ." Contest was aimed at stimulating interest in fuel oil in an area where gas was and is a hot competitor

MILDER OIL COMPANY
26th and Dorcas Streets
Omaha, Nebraska

Gentlemen:
WOULD LIKE TO HAVE YOU FURNISH ME WITH YOUR MILDER FUEL OIL SERVICE THIS WINTER.

YOU MAY FILL MY TANK WITH NO. _____ OIL.

SIZE OF TANK _____

NAME OF BURNER _____

HAVE YOUR SALESMAN CALL _____

DATE _____

NAME _____

ADDRESS _____

NOTE: It is understood that I will receive the benefit of your lowest price as of date of delivery.

BUSINESS REPLY CARD used by Milder Oil Co., Omaha, Nebr., fuel oil distributor, in its direct mail solicitation program. Reverse side is addressed to the company, which pays postage

Phone - - 1596
for
HEATING OIL
IF NO ANSWER
JULIAN MOODY 1493R
LEONARD MOODY 511
MOODY'S
CAIN AT BANK ST. DECATUR, ALA.

GOVERNMENT POSTCARDS are used by Moody's to promote fuel oil. Here is a reproduction of the message side of one of Moody's cards

tomers are urged to sign for a "Milder" winter.

Postcards—L. E. Moody,Decatur, Ala., distributor, is making use of U. S. government penny postcards in his direct mail drive. He is stamping on the "message" side of cards the "safety" cut prepared by H. F. Horning of Northwest Petroleum Assn. (see NPN July 12, 1950). Moody's has found that the two-in. (diameter) cut allows room on the card for its name in letters ½ in. high, plus its address and phone number.

For Safety's Sake—Mr. Horning is currently handling orders for a newly designed zinc etching, similar to that used by Mr. Moody (see reproduction on this page). These are made up in three diameter sizes: 3½-in., 2-in., and 1-in. They are offered to "all comers" at the flat price of $2.25 each, regardless of size.

Mr. Horning reports that his association has sent out hundreds of the cuts, to all parts of the country. In addition to their use on direct mail pieces, he says they are being printed on letterheads, envelopes, statements and invoices. Some are being included in newspaper ads.

Urging use of the cuts as part of a "co-operative public relations program" to promote fuel oil, Mr. Horning points out that "the all-metal cut can be used for years." He promises that orders with a check attached, stating the quantity and sizes desired, will be filled immediately. Address of the Northwest Petroleum Assn., which is using the 1-in. cut on its business envelope, is: 430 Syndicate Bldg., Minneapolis 2, Minn.

Moody's is also using government postcards for other fuel oil messages. (See sample at the top of this page.)

OIL HEAT CUT offered by H. F. Horning, secretary of Northwest Petroleum Assn., for use by oil companies

Car Cards

A hard-hitting advertising attack stressing the relatively higher cost of gas is carried on by Westchester Oil Trade Assn. in the area around New York City.

Capitalizing on the large number of commuters to New York, the association has been using car cards to reach residents of such cities as Long Island City, Mount Vernon, Scarsdale, New Rochelle, Ossining, White Plains, Larchmont, and Mamaroneck. Reproductions of the car card material appear on p. 21.

The association has in its membership some 33 fuel oil distributors.

In addition to hammering at the cost of gas, the association asks car card readers to "consider these advantages" of oil heat:

Safe.
Completely automatic.
Clean, dependable, effortless.
Easy to store—Easy to use.
Paid for as used.
Easily serviced at nominal cost.
Available on convenient terms.
Delivered automatically.
Reserve supply in the home.
Assured supply from distributor.

The association also points out that "there is no 'monthly minimum' charge that you must pay whether or not you use fuel—with oil heating you pay only for the fuel used." Other advertising media used by the organization are radio and newspapers.

Radio

One Midwest distributor has been pushing fuel oil with station-break commercials (between programs) broadcast daily or every other day. Following are announcers' scripts for two of the commercials; these were prepared for dinner-time broadcasting:

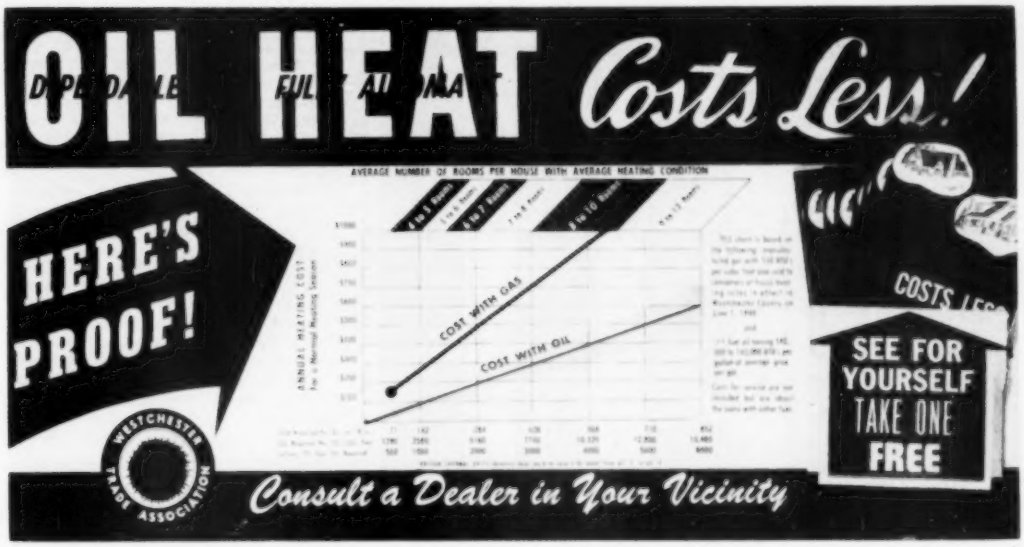
1. "Now's the time to switch to oil! The (distributor) will install a conversion burner in your home for a maximum cost of — with payments as low as — a month! And, they'll assure you of an adequate oil supply, by contract! It's the clean, healthful way to heat your home! Get the details now from (distributor) telephone—."

2. "Folks everywhere are pleased with automatic oil heat, and especially the service they get from the (distributor). For instance, Mr. and Mrs. (name and address) are happy customers of (distributor) and claim they wouldn't go back to coal for anything. Get the details about automatic oil heat from the (distributor) telephone—."

More Storage—Here is a half-minute radio commercial used by a New York State jobber this fall to promote oil heat.

"A million is added to millions—just for you! The (company name) has an extra milion gal. storage tank now to add to the three millions previously available. This means greater dependability and more service for your fuel dollar. Don't wait until cold weather arrives, though. Order your tank filled now with clean-burning, metered (supplier's) fuel. Then when frosty mornings arrive, you'll be prepared and your home will be snug and warm for your family's comfort and health. Twenty-four hour service, six service men headed by an experienced heating engineer and a fleet of 16 tank trucks are only a few of the reasons why you should make it a rule to use (supplier's) fuel. Call the (distributor) today at (phone number)."

Baseball Broadcasts—A New York State distributor located in a large-city suburb, sponsored radio broadcasts of three baseball games the past



GAS COST IS NOT SPARED in this car card prepared by Westchester Oil Trade Assn. to catch eye of commuters to New York from outlying communities served by the association's distributor members. Based on 1949 fuel rates, card points out that fuel oil costs considerably less than gas in the area. Actual card is in bright red, black and white. Leaflets in "take one" box at right open into 10 x 11½ in. spread. Leaflet shows reproduction of graph on card itself, plus tables appearing below. Space is provided on cover of leaflets for stickers of individual association members.

season. About 20 short commercials for each broadcast stressed fuel oil economy, cleanliness, automatic control, burner service, assured supply and the fact that a budget plan was available.

A South Carolina jobber has been promoting fuel oil with five-minute radio news programs, broadcast Monday through Saturday. Commercials stress economy and cleanliness. Cost to the jobber is $67.50 per month.

Other Media

Movies — A Minnesota distributor has found movie advertising its most successful medium. This is in spite of the fact that the company has used newspaper, radio, direct mail and outdoor poster promotion of fuel oil.

The movies are in the form of advertising shorts prepared as a free service by the jobber's supplier. The shorts run in a theater for one week, and then move on to appear in consecutive weeks at two other theaters in the jobber's city (pop. about 15,000).

The films, which are used by a number of other jobbers, generally start with an attention-getting situations, which is later tied in with superior performance of a company product. The jobber's name is

'Take One' Leaflets Give Public Facts on Oil Heat Economy

Dollar savings resulting from heating with oil instead of gas in the New York City area are shown in tables prepared by Westchester Oil Trade Assn., which has membership in New York and nearby cities and towns.

The tables shown below are printed on "take one" leaflets offered to commuters on car cards prepared by the association. (For reproduction of the car itself, see above.)

Comparison of Varying Gas Rates to Oil Costs

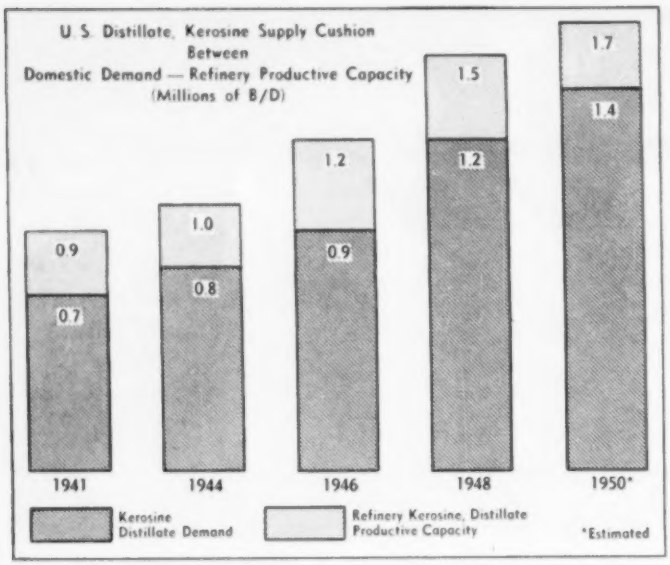
No. Cu. Ft. Gas Used Each Bi-Monthly Billing Period	Gas Rate Per 100 Cu. Ft.	Cost for Gas	No. BTU's At 550 Per Cu. Ft.	Gals. No. 2 Fuel Oil for Same No. BTU's (140,000 Per Gal.)	Cost for Oil At 10c Per Gal.	Add'l Cost for Gas
Minimum charge for first 800 cu. ft., or less used each bi-monthly billing period	27½c	$2.20	440,000	3.1	31c	$1.89
Next 5,200	17½c	9.10	2,860,000	20.4	$2.03	$7.07
Next 12,000	10½c	12.60	6,600,000	47.1	4.71	7.89
TOTAL for first 18,000 cu. ft.		23.90	9,900,000	70.5	7.05	16.85
All over 18,000 Cu. Ft. each period*	8½c		55,000	1/10 of 1 Gal.	4c	.042c
Each Add'l 100,000	8½c	85.00	55,000,000	392	39.20	45.70

* Additional Cost with Gas for Each Bi-Monthly Period After Consumption Reaches 18,000 cu. ft.

Example of Fuel Costs and Heating Requirements for a Typical 7 Room House During a Normal Heating Season

458,181 Cu. Ft. Gas x 550 BTU per Cu. Ft. = 252,000,000 BTU ÷ 140,000 BTU per Gal.
#2 Fuel Oil = 1,800 Gal. Oil

	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	April	May	June
Approx. % of Heat Required	.2	5	12	17.5	19.8	18.2	15.8	8.6	2.6	
Required Cu. Ft. Gas per 1 Mo. Period	916	22,909	54,982	80,182	90,729	83,446	72,392	40,329	11,913	
Required on Bi-Monthly Billing	23,825		133,164		174,566		112,713		11,913	
Initial Gas Charge for 1st 18,000 Cu. Ft.	$23.90		$23.90		$23.90		$23.90		$9.10	
Plus Charge for Add'l Gas @ 8½c per 100 Cu. Ft.	4.85		99.50		133.08		89.21		7.04	
Cost of Gas	$28.85		$123.40		$156.98		$104.41		$16.14	$434.90
Cost of Oil @ 10c per Gal. for same period	9.10		53.30		88.80		44.30		4.80	180.10
Saving with Oil	$19.75		$70.10		$68.18		$60.11		$11.34	$254.80



SHORTAGE BUFFER—U. S. has unused refinery capacity to increase distillate production if necessary to meet emergency demands. Chart shows how nation's refiners have kept capacity ahead of distillate demand for past 10 years. Chart is based on figures used recently by John W. Boatwright, Indiana Standard general manager, Distribution Economics Department. He admits that, in spite of "cushion," industry could not absorb another "doubling of the market in the next five years without some substantial changes."

flashed on the screen at the end of the short. The theaters' charge to distributor is $50 per month.

Television—Lamson Oil Corp., Providence, has been using television advertising consisting of a 15-word spoken message, plus a slide explaining the "costs and advantages" of the company's fuel oil and service. The station-break commercials have run three times weekly—on Wednesday, Thursday and Friday nights.

Stuffers—Liberty Bell Oil Co., St. Louis distributor, is among those using envelope stuffers prepared by Oil Heat Institute of St. Louis. Copy on the 6 x 3 in. paper stuffers makes such statements as:

"Oil gives you something priceless—complete peace of mind. Picture shows a man relaxing in an easy chair reading the newspaper.)

Another sample reads: "Enjoy oil, the modern fuel that gives you all these 5 advantages:

"1. Freedom from worry.

"2. Cleanliness.

"3. Economy.

"4. Convenience.

"5. Comfort."

The stuffers also stress the fact that oil "cannot be accidentally ignited and is non-toxic," in obvious reference to gas.

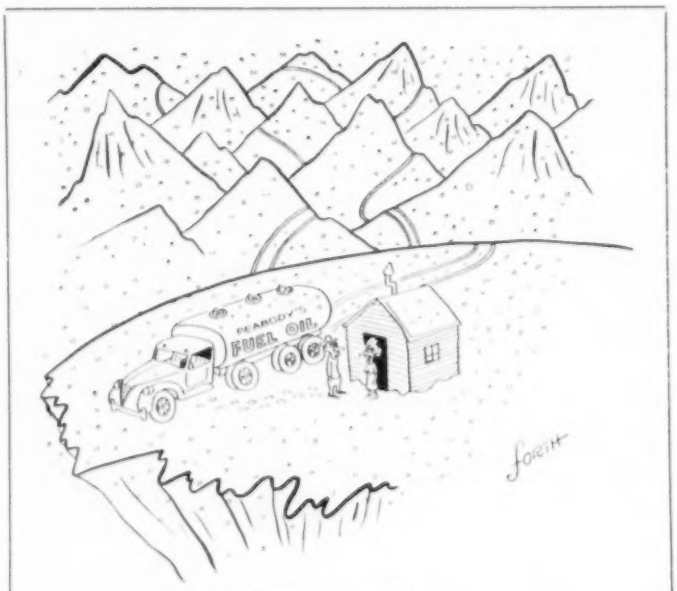
Bumper Strip—Liberty Bell is also using a bumper strip on its fuel oil trucks which reads: "Heat With Oil—The Worry-Free Heat." The words "Heat With Oil" are in large red letters, the rest in blue letters.

Blotters—General Oils, Chattanooga, Tenn., distributor, has 6 x 3 in. blotters showing: humorous cartoons, a calendar for one month, the company name, address and phone number, and a sales message. Sample blotter cartoon shows husband of family relaxing on reclining chair with hands behind his head, watching a well flood his yard with oil. Copy points out that the potential customer should "stop dreaming" about getting fuel oil from a back yard gusher—and contact General Oils.

Business Envelopes—Bell Oil Co., Chicago, Ill., reminds persons receiving mail from the company that it sells fuel oil by printing below the return address on its business envelopes a small picture of flame. Wort's underneath read: "Blue Flame Special." Picture is in blue ink.

Braun Bros. Oil Co., Winnetka, Ill., carries beneath its name on envelopes: "For Fuel—Use Oil."

Hathaway Oil Co., of New Bedford, Mass., has the reminder, "For Heat Call the Blue Fleet," stamped on its envelopes.



"Why no—I didn't order oil!"

Hasty Oil Price Freezing Retards War Effort

Some authorities at Washington these days seem to be moving with unnecessary and unseemly haste—skeptical citizens might even say with suspicious haste—to clasp the oil industry so firmly to their totalitarian bosoms as to prevent the industry from meeting our war demands for petroleum sufficiently for the country to win this war.

Leon Henderson and his OPA nine years ago, and Leon's successors, disregarded entirely the fact that price in the oil industry is a primary factor in creating the volume of its supply. This is true in some other industries too. The result was that the OPA and its New Dealers by their low price oil policy put the military and the civilians of this country in serious jeopardy for a sufficient supply of oil for the war and for the necessary private travel of the citizens.

Henderson and his OPAers, like so many people when given great governmental power, grabbed at the oil industry's prices when the first chance came without bothering to get any facts of what the industry's military problems and obligations might be and without warning to or consultation with the Petroleum Administration for War created particularly to represent the oil industry for the war. OPA even, contrary to the law under which it operated, reduced the industry's prices instead of continuing the going market prices.

The result of this act of OPA bureaucrats was to put a premium on a scarcity of oil whereas as events showed a premium should have been placed on an abundance of oil.

The Toledo ex-Mayor DiSalle, today's Director of Price Stabilization, is now proceeding in exactly the same way as Henderson of OPA did. DiSalle without consultation with the government's oil setup, PAD or the oil industry grabbed for the control of oil prices the other week, and froze them at what level it may take the courts to decide, because in DiSalle's great haste to exercise this power over a great industry he got his signals mixed so the reader had better get the advice of his lawyer as to just what DiSalle actually did do and when.

Mystery Surrounds Haste for Oil Price Control

Why all the great haste to put the oil industry under bureaucratic bosses is a mystery. The industry has been kept informed of the increasing military demands upon it for supply; word has been passed around quietly for more capacity of all kinds and the industry has been responding as its ever increasing production figures show.

Prices have necessarily risen but nowhere near what they have in all other lines. Oil is still way under parity. There probably is no other industry whose operations are so directly affected by the plain everyday economics of prices because in the last analysis oil production is found by individuals, generally small individuals who go out and take a long chance to find it. That risk is heightened these days by the depths to which one must drill to find the oil and the fact that so much area has already been condemned for oil finding.

Comparison of today's prices with those at the end of the last war is most unfair because those 1945 prices were way under prices needed properly to supply this country, thanks to the shortsightedness of OPA which seemed to be more interested in making a political showing of "holding prices" than in getting enough oil for the war.

Price Controls Are Not End Result Desired

Prices should not always be an end in and of themselves as OPA assumed in the last war. All OPA had to do to serve its alleged purpose was to hold prices down. It was not charged with any obligation to provide enough munitions for the war. We had hoped when Truman set up the Economic Stabilization Agency the thinking and doing of these bureaucrats would be to get the war materials in sufficient quantity and when and where needed, using price where necessary for that purpose. But here right off, the bureaucrats of this new agency have grabbed price regulation as if establishing low prices arbitrarily will get the oil needed for an even much greater petroleum consuming war than was this last one.

Common sense might seem to suggest that the setting of the level of prices for such an important war munition as oil should be left with that branch of government that has to make the most use of the munition, the branch that says how much it will need and when and where. The policing of a consumer price level, to see that it is not exceeded, could be left to an independent agency such as OPA was and such as the Economic Stabilization Agency should be. The agency responsible for the successful use of the munition—the military establishment—should certainly have the authority to say how much it needs because it has to win the war. And, psychologically speaking, it is the accumulation of all its decisions that brings it glory or ignominy and the country continued life or death.

Roosevelt, and now Truman, got the thing wrong-end to. They created a seeming independent agency to tell the Defense Department HOW MANY GALLONS OF GASOLINE, it would have and will get to win the war. In that agency now is this subordinate price fixing outfit whose chief chance for political fame and glory is to order low prices, prices so low the public can see them and, presumably, thank the agency for keeping them down. If the price of gasoline goes up and some ignorant people fuss about it, as two senators are now doing, the agency will get blamed and the Truman administration will also suffer political criticism. So the chances are, in these days of politics first, the oil prices will be set on a political basis even though some months

later the military may find itself short of engine fuel and losing the war.

Does anyone in his right senses contend that DiSalle and his little coterie have the ability and knowledge to set the price the military should pay for guns and ammunition and planes and jeeps and tanks to get enough of them? The petroleum the military buys is just as important and just as specialized as are these other munitions and just as important in fighting a war. Further, petroleum must be supplied to the general public on a military basis because such a large percentage of our transportation of essential articles for living and for the people on their necessary war errands is powered by oil. Such petroleum will come out of the same tank as does the oil for the military. Further, the war cannot be fought without the necessary movement of freight and people behind the war areas.

Real Job Is to Get Oil Products to Military

So far as petroleum prices are concerned, DiSalle's job is not primarily to halt higher prices in oil, but to get for the military and the war-essential consumption of the people, the fuel and lubes they must have with which to fight the war. The question therefore naturally arises why let DiSalle or any such officer get into the oil supply picture at all? Why not let him stick to price enforcement AFTER the price—and quantities and quality—have been determined by those men directly responsible for winning the war or losing it?

The military has been setting forth to the oil industry its oil requirements as the war picture developed. Presumably also the Civil Defense people will report through the military on the petroleum needed for the actual civilian defense activities as well as for the necessary transportation of civilians, not only in evacuations of bombed areas, but in going to their work to create the munitions.

The military has, and we know it will continue to do so as in the last war, done all this planning in conjunction with the top petroleum agency, now the PAD. The oil agency will in turn advise the military whether this or that grade can be supplied and at what points, whether crude oils will have to be refined, for security reasons, perhaps at inland plants, how much can be brought in by tanker, how much can be produced and brought down from Canada or up from Mexico or Venezuela. This oil agency will say how much will be available to the military and how much to the essential civilian uses, the matter being determined by the facts of quantity, quality and plain economics such as transportation and refining and distributing costs.

Oil's Costs Will Vary as War Effort Progresses

The costs for all this will vary and probably vary considerably as the war effort increases and different producing or refining areas are bombed. These costs may vary even from day to day as different stratagems and facilities are used to meet the war needs.

Where, in heaven's name, is there a place or need for a small city politician in all this big picture, especially one without any oil or business experience and whose decision as to price will be the final and absolute word on how much oil will be produced and refined and when and where for our successful military defense?

The oil industry and the government in the last war did a lot of battling trying to find a good working arrangement. Despite the incompetent interference from various administration units, a fairly good working arrangement was finally achieved. Why not start this war from the best plan of the last war instead of going back to the illogical one that OPAer Henderson and Roosevelt played with originally? This is exactly what Truman is doing.

Also the very evil that the oil industry fought hard along with Secretary of the Interior Chapman and some of his associates to avoid these last few weeks and which Chapman and the industry thought they had at last avoided in sensible manner, now bobs up with this interference by the politician who runs the price authority.

But furthermore the oil industry also is fighting a flank attack on a sensible and efficient setup, this attack by the Department of Justice that wants all meetings of oil men not only presided over but called solely on the decision of a full time government employe—a bureaucrat, which would make the bureaucrats the operating heads of all oil war supply efforts.

Who Is Behind Moves to Control Oil?

In view of the continued charges in the halls of Congress of the prevalence of "left wingers," "pinks" and "followers of the Moscow line," being in government agencies, one is well justified in wondering just who is behind this drive to place control of all oil supply in an agency totally unfamiliar with oil and whose "success" can best be gauged by the extent to which it holds down oil prices no matter what happens to the war? Who is behind the continued opposition in government circles to an effective system of management of our oil was supply.

The whole job of procuring and providing and distributing our oil should be entirely within the immediate control and jurisdiction of the military and PAD. We don't doubt but what the Department of Justice will scream its head off at such an idea because, one can only conclude from the comment and acts of that department that, in its opinion, the only honest, patriotic and fairminded and intelligent people in the whole government are in that department.

But for the safety of the country, the oil industry and any others who believe to the contrary must stand up and fight for this oil job being done in an effective and efficient way because, we are quite certain, that if the job were turned over to the Department of Justice and to this present price section of the ESA, this country would be almost sure to lose the war.

A sensible man judges of present by past events
Sophocles (Greek).

Editorials are written to stimulate discussion, because it is only through broad and thoughtful discussion that a nation, an industry or a company can arrive at sound decisions. NATIONAL PETROLEUM NEWS always welcomes comments on its editorials.

Please write Warren C. Platt, Editor, 1213 West 3rd St., Cleveland 13, Ohio.

MIDWEST

Oil Should Plan Now How to Replace Manpower Losses to Armed Forces

By Leonard Castle, Midwest Editor

Now is the time for executives of oil companies, large and small, to start girding themselves to cope with the manpower problem that is certain to result from the expanded war effort. And an important thing to keep in mind is that salesmen are as much needed, if not more so, during wartime than during peace. This fact was proved in World War II.

Salesmen then were trouble shooters as well as salesmen. With many dealers being called to service and closing their stations the salesmen had to find new lessees and then they had to teach the new dealers all the angles of how to run the stations, and run them under extraordinarily difficult conditions.

In addition, they had to teach the dealers all the rationing regulations and help them out if they inadvertently got into trouble with local ration boards. All in all, the salesmen performed a myriad of duties which normally are outside the scope of their activities and they doubled in brass to help take up the manpower slack.

Already most companies are losing valuable men to the armed forces, and the problem will accelerate at a rapid pace as war plants move into full production. Companies which survey their manpower losses now and start making immediate plans as to what they'll do when an emergency arises will save themselves many headaches in the future.

It appears certain that the armed forces will be expanded to 3,500,000 men in the next year and a half, and probably to 5,000,000 to 6,000,000 men thereafter, depending on developments in the international picture. This means that oil companies eventually will lose virtually all of their young men except those physically disqualified from service or holding extremely important technical and scientific jobs within the industry.

As an example of how the defense program already is affecting oil company personnel, one company reported to NATIONAL PETROLEUM NEWS that it fears it may lose 10 out of 11 men from its industrial engineering department, including lubrication engineers and industrial salesmen. All of these 10 men are reservists and are needed by the Army and Navy. Another company may lose about 50% of its personnel in one technical department.

What can be done to cope with situations such as these?

There seem to be two principal answers: 1. Make greater utilization of the talents and experience of older men, some of whom might have been sidetracked when younger, more vigorous and ambitious men returned from the last war; 2. Maintain training programs at their present standards, or possibly speed them up if conditions warrant.

* * *

One marketing executive who has been studying the problem for the past several months—ever since the Korean war broke out last summer—had this to say:

"It's going to be a real problem—for every company in the industry. It was a big problem in the last war, and what we must do is to utilize the knowledge and experience of the problem we gained after those younger men leave for the service.

"As the younger men started to leave, we first started looking around within our own organization for people to replace them. We found many older men who, for one reason or another, had not advanced very rapidly in the organization and were in somewhat of a rut but yet had many years of experience and training behind them. As we lost younger men from key positions, we would move an older man into the job. Most of these older men performed magnificently throughout the war.

"When the war ended, we stepped up our training program tremendously, to the highest point in history, and maintained it at that pace for the past five years, to take care of the great numbers of young men entering our company. Now we'll probably lose a large percentage of these younger employes, but we intend to operate the training program at the same intensified rate to school the older men and those physically unfit for military service whom we will hire. We already have given our field executives permission to hire and start training new men where it is anticipated present employes will be lost."

One of the big problems, of course, will be retaining service station attendants and finding new ones to replace those who are drafted or leave for other jobs in war industries. Here again, the dealer's best bet is to find older men. Some thought has been given among Midwest marketers to hiring and training women as attendants, but this probably will not develop except as a last resort. A few companies used women attendants during the last war, but they suffer more than men during extremely cold weather and are unable to perform many of the physically arduous tasks required of the usual service station attendant.

ATLANTIC COAST

Fuel Oil Customers Show Interest In Larger Tanks, Keeping Them Full

By Raymond E. Bjorkback, Eastern Editor

Some actually substantial opportunities still seem to exist for fuel oil distributors to cut delivery costs by encouraging customers to increase storage and advocating installation of large tanks for new homes.

These opportunities, fewer than they were "before Korea," may become even fewer as the country's mobilization progresses. But a man doesn't have to look hard over the Northeast to find signs of them today.

It is true that in some whole sections little interest has been, and is being, shown in larger consumer storage. This has been due in part to high tank prices, in part to confidence in fuel supply.

In other sections, though, the customer and the man having a new home built, plainly have been keenly interested in the subject—influenced either by the possibility of a return of World War II supply difficulties, or by considerations of

peace of mind, convenience and summer fill-up economy.

The experience of an Independent at Passaic, N. J., the Home Fuel Oil Co., during 1950 is a case in point. Home Fuel serves Passaic County and most of Bergen County, N. J.

Besides the usual variety of installations, it made complete installations—tank, burner and connections—in more than 200 houses in new developments during the year. About half of the tanks were the 550-gal. size, and several were 1,000-gal. tanks.

Home Fuel's commitments for 1951 from development builders run still larger, with an even higher proportion of large-size tanks.

Its president, James H. Wright, says he can discern no single pattern either with respect to tank size, or in the motives for buying larger tanks.

The purchaser of a $9,500 home will have gotten a 1,000-gal. tank, while the man who bought a $23,000 house will have gotten a 275-gal. tank.

Some householders who ordered large tanks said they wanted to have plenty of fuel on hand against wartime transport uncertainties. Others feared product will be rationed, and wanted to be able to start with full tanks. Still others wanted only the ordinary advantages of the large tank.

* * *

Two recent incidents, one of importance throughout New England, the other of immediate interest only in New York City, could be regarded as partial evidence that 1950 has been the Oil Industry Information Committee's best year yet.

The first was a congressional inquiry into the heating oil supply situation which might have become another headline hunt, but didn't.

The other was the acceptance by school officials of a three-dimensional OIIC exhibit for New York's schools portraying the principal phases of the oil industry.

The OIIC, of course, had no direct bearing on the fuel oil investigation itself. The factor directly responsible for the inquiry's unspectacular course undoubtedly was the good state of fuel supply.

It is of some significance where OIIC is concerned, however, that the political atmosphere in which the investigation was launched contrasted sharply with that of a couple of years ago.

Instead of tens of investigations such as the industry was being subjected to not so long back, there was, this time, just the one in New England—and an odd issue or two being batted about otherwise in Congress.

Conceivably, the public had a better insight into the industry's character and workings this time than before. Conceivably, too, OIIC can take some of the credit for that improvement.

As for the school exhibit — the manner of its acceptance is the significant thing about that.

The superintendent of New York City's schools has one of the biggest administrative jobs in the country. Nevertheless, he took time out to accept personally an exhibit, which will, after all, fill only a small niche in New York's scheme of academic things.

PACIFIC COAST

Major Opens 'Guinea Pig' Multi-Pump To Find Out What Makes It Tick

By Frank Breese, West Coast Correspondent

In an effort to explore the problems of a multi-pump operation and find as many answers as possible before doing any long-range planning, General Petroleum has set up its own experimental station in Hollywood.

The week-end before Christmas, General inaugurated the 15-pump station with a dazzling Hollywood-type premiere. Using the "sure-fire" mixture of noise and corn, General hired a band which played tirelessly, engaged a Keystone Cop act for slapstick amusement, employed a stiltman to attract attention, exhibited the Marmon Meteor racing car which won a recent Bonneville Flat test run and passed out balloons to the children, orchids to the women and lighter fluid to the men. The girl attendants were decked out in cowgirl costumes. This debut which lasted nearly two and a half days drew thousands of people, but General said it didn't estimate the actual crowd.

This station is called the "multi-pump dog" because General intends to try out everything on it.

Two significant features are overhead motor oil dispensers at each of the five islands and the 45-degree angle positioning of the islands. Apart from that, the physical layout conforms to the multi-pump pattern of a long frontage (175 feet by 150 feet) and the single office and bay without canopies. The station is operated around the clock.

General Petroleum admits it is sufficiently puzzled by multi-pumps as a merchandising medium that it is not ready to formulate a multi-pump program. Not only does it lack answers to many of the known problems, but it is not sure that it knows what all the problems are.

Some of the questions being considered are:

How can the relationship of gasoline, motor oil and TBA volume be determined and what is the desirable combination?

What is the desirable number of pumps and/or pump islands?

Does it help to place pump islands at an angle? If so, what angle? Both 45-degree and 60-degree angles are being tested at General stations.

What should be the extent of service?

What specialists should be engaged?

How should the shifts be arranged and personnel distributed?

Watched with special interest is the result of the overhead motor oil dispensers. Some General executives feel this method is a sharp improvement over the individual containers and bottles because oil can be dispensed with greater speed.

A key official remarked:

"This will be one of a series of multi-pumps we'll build to see what the public wants. At this point, though, we are just feeling our way along."

The station has been leased by Don Camp, is located at Sunset Blvd. and Fairfax Ave., competes with Richfield, California Standard and Union Oil stations in the immediate vicinity and some Sunset Strip stations, including self-serves, a mile away.

* * *

Top officers of six western majors received long distance calls Dec. 15 from Orville Judd, ESA oil price consultant, about the recent increases. They explained the circumstances prompting the action. The following Tuesday they were irked to learn that ESA issued a story accusing them of rejecting a government request to roll back the prices.

For one thing, they feel there should have been the formality of a written request to give it an official stamp. In most cases, the West Coasters didn't know the man they were talking to.

As another point, the companies are wary of being associated with any group action. If they should act jointly even at the request of a government agency, they fear that might be used in the Justice Department's pending anti-trust suit against them.

Freeze Oil Product Prices as of December 18, ESA Tells Industry After Week of Confusion

WASHINGTON—Out of a confused and hectic week of pulling and hauling emerged a clearer picture—for the time being, at least—on what the government wants the oil industry to do in the way of voluntarily freezing prices.

The industry is asked to do these three things:

1. Hold products prices to the levels in effect on Dec. 18. This applies to refiners and marketers of all kinds, including jobbers and service station operators.

2. Hold crude oil prices, with the exception of those paid for California crude, to the levels prevailing on Dec. 8.

3. Give the Economic Stabilization Agency (ESA) seven days advance notice of any contemplated price increases.

This was the latest word, at NPN press time, from top lawyers and oil price officials at ESA, who emphasized that the "hold-the-line" program was purely voluntary at this time. However, there was little doubt but that mandatory price controls would be invoked by the agency if its voluntary request is not met.

The split date for voluntary oil price freezes—Dec. 8 for crude and Dec. 18 for products—was determined by Orville D. Judd, ESA's oil price consultant after frequent huddles with the agency's legal staff.

Prior to that decision on Dec. 21 by Judd, two previous—and now outmoded—decisions had fixed on, first, Dec. 8, and then, on Dec. 1, as the "hold-the-line" dates for the voluntary oil price freeze.

ESA Telegram—Here's what happened in the big date mix-up:

On Dec. 18, ESA sent the following telegram, over the signature of Price Stabilizer Michael V. DiSalle, to 40 principal refiners in the U. S.:

"You are requested to hold in abeyance any contemplated purchase price increases for crude oil, all gravities, exceeding price actually paid at point of purchase as of Dec. 8, 1950, or nearest previous purchase date. You are also requested to hold in abeyance any contemplated selling price increases, all levels, all refined products. Request this office be given seven days notice in advance of any contemplated price increases. Please advise by wire your assurance this request will be honored pending completion price analysis."

Matter of Opinion—Mr. Judd first interpreted the DiSalle telegram, which he helped draft, to mean that the 40 refiners, with the exception of the purchasers of California crude, were being asked to hold both crude and products prices to the Dec. 8 level.

But a day later, ESA issued a set of "Voluntary Pricing Standards," which called on all business and industry to hold to a Dec. 1 price line, unless advances subsequent to that date could be justified under a specified profits formula. (See partial text on p. 28.)

In the light of this development, Mr. Judd then declared that the agency's pricing-profits standards superseded the DiSalle wire and that Dec. 1 was now the cutoff date for oil prices. However, the next day brought another date-change.

No End in Sight—ESA's attorneys had now advised him, said the agency's oil consultant on Dec. 21, that the telegram would stand and that the Dec. 8 date mentioned by Price Stabilizer DiSalle was prevailing over the Dec. 1 date noted in the pricing-profits standards.

Came the dawn of another day and still another reversal in dates. This time it resulted from the wording of the DiSalle telegram and the interpretation placed upon it by attorneys, both in the oil industry and in ESA.

Mr. Judd said it had been his intention in the telegram to request that both crude and products prices be held to the Dec. 8 levels. But, he explained, he had asked ESA attorney's for a legal interpretation when reports reached him that some refiners questioned whether Dec. 8 applied to products as well as crude.

The ESA legal staff, continued Mr. Judd, ruled there could be no question about application of Dec. 8 to crude prices, inasmuch as that date was mentioned specifically in the sentence of the telegram dealing with crude oil.

But, said Mr. Judd, although he intended the same date to apply to products prices, his lawyers held that it would not be applicable because no date was noted in the sentence relating to refined products. Instead, the lawyers ruled that the date on which the DiSalle wire was posted—Dec. 18—must apply to products.

Mr. Judd's Choice—Upon learning this from his lawyers, Mr. Judd stated he was faced with an alternative:

1. Send new wires to the refiners, setting Dec. 8 as the specific hold-the-line date for products prices; or

2. Let Dec. 18 stand as is for products prices.

He took the second course—allowing Dec. 8 to stand for crude prices, and Dec. 18 for products prices—because, he explained, "it is very much better to hold tight on prices" without being invoved in any rollbacks."

By letting Dec. 18 prevail for the voluntary cutoff date on products prices, he said the only rollback problem facing the agency is that concerned with California crude, which is being handled as a separate and regional question.

40 Wires for Whole Industry—Although the DiSalle telegrams were sent only to 40 principal refiners, it was emphasized at ESA that they were considered as notice to all of the petroleum industry and thus applicable to all segments.

California Crude Prices—In regard to California crude prices, the agency reportedly is asking for a rollback of 25c per bbl. for low gravity crude. The advance was initiated by Union Oil on Oct. 23 and met this month by other major purchasers.

Representatives of four California refiners were called to Washington on Dec. 21 to discuss the matter with Mr. Judd, Economic Stabilizer Alan Valentine, and other agency officials. The oil company representatives include: Col. R. Linden, R. A. Nevens, and C. F. Parker, of Union Oil; F. M. Jane, G. B. Hargens, of California Standard; J. N. Foley, and S. C. Bartlett, of Texaco; and L. M. Parsons, of Tide Water.

Richfield and General Petroleum were invited but did not send representatives, ESA said.

"The company representatives contended" said ESA in a statement at

the conclusion of the meeting, "that the underlying reasons for the recent prices were increased labor costs and the recent sharp increases in petroleum demand on the West Coast.

"To meet such demands, they said, low gravity crude oil prices were raised to encourage crude oil producers to operate marginal wells. ESA officials announced that the question will be considered promptly, and industry representatives will be advised as soon as the government's conclusions are reached."

On the following day, Dec. 21, Mr. Judd conferred with Stark Fox of California oil producers agency, representing his state's independent producers.

ESA Staffing—To handle oil price questions, Mr. Judd, who said he has been working "night and day" thus far, is moving immediately to build up a staff of ESA. Thus far, he has a staff of only two—a stenographer and an oil economist. The latter is Benjamin Goldberg, who is with ESA on loan from the National Security Resources Board. Mr. Goldberg formerly was with OPA as chief of its lubricating oil and grease units.

A series of "area meetings" in the field are planned by Mr. Judd to acquaint refiners and distributors with the current and subsequent pricing rules ESA issues.

"We'll probably send around two or three men from ESA to explain the situation," declared Mr. Judd. "We want to make it as painless as possible."

Meantime, Interior Secretary Chapman wrote ESA that his Petroleum Administration for Defense is available for consultation with ESA on matters involving oil prices. His letter stemmed from ESA's failure to consult PAD prior to the request for an oil price freeze.

But even before the latter was dispatched, ESA moved to make amends by having Carroll Fentress of PAD sit in on the parley with the West Coast refiners.

Jobbers Protest Inequities Arising From ESA's Oil Product Price Freeze

One word—confusion—seems to best describe the price freeze on refined products at the jobber level. At least that was the picture at NPN press time this week.

However, out of the confusion came some jobber protests to Economic Stabilization Agency's freezing of prices. In the Midwest particularly, some jobbers asked that ESA establish rollback of wholesale prices as of Dec. 1, rather than Dec. 8 to prevent them from being caught in a "margin squeeze." (Rollback on products has been made effective as of Dec. 18, see p. 27).

In messages to Otis Ellis, Washington counsel of National Oil Jobbers Council, jobbers protested that if prices were frozen at the Dec. 8 level they would suffer reduction of at least 0.125c per gal. in fuel oil margins.

H. F. Horning, secretary of National Oil Jobbers Council, said that most Midwest jobbers were operating on fuel oil margins ranging from 2.25c-2.5c before ESA's price freeze request. Any reduction of this margin through governmental decree would make it difficult for jobbers to market fuel oil on a profitable basis, Mr. Horning said.

Both Mr. Horning and Kenneth C. King, secretary of Wisconsin Petroleum Assn., said they "hoped" and "believed" that ESA would adjust its price control policies to assure Independent jobbers of earning a livable margin. Mr. Horning observed that "the jobber would be in an intolerable squeeze if prices were actually frozen according to the ESA request but I feel they'll be able to work things out equitably."

In Washington Mr. Ellis told NPN that until the "smoke of confusion" surrounding the voluntary hold-the-line dates lifts, he could not properly advise his member associations what to do to comply with the government's request for voluntary price controls.

Contacts Associations—"I am fol-

ESA Press Release Establishes Pricing Standards

Here is a partial text of ESA's Pricing Standards press release of Dec. 19. It presents the information that ESA intends to serve as a guide for businessmen thinking of raising prices:

"ESA announced that any price increases after December 1, 1950, which are in excess of those that would be permissible under the following standards will be regarded as subject to action by the Agency at the earliest feasible time.

"1. Prices may not be increased by any manufacturer or industrial producer whose net dollar profits before taxes are equal to or in excess of its average net dollar profits before taxes in the period 1946-1949, except as provided in the following standard.

"2. As to an individual material or service sold by a company whose net over-all profits are running above the general earning standard as set out above, the price of such particular product or service may not be increased if it is being sold at a profit. In case of a particular material or service which is not profitable, the price may be increased but in no case by more than (a) the amount necessary to make it profitable or (b) the amount of the increase since June 24, 1950, in the cost of direct wages and materials going into this product, whichever is lower.

"3. As applied to the distribution trade (wholesale and retail), gross margins may not be increased above the June 1950 level if net dollar profits before taxes of the distributor are equal to or in excess of average net dollar profits before taxes of the distributor in the period 1946-1949.

"4. Distributors may not increase their prices on the basis of increases in replacement costs or market costs. Margins may be added only to inventory cost actually paid.

"In applying the above standards producers and processors should maintain the same proportionate production of lower priced items as in the pre-Korean period.

"In determining whether a price increase is permissible under the above standards, sellers must base their determination only upon actual experience. It is not permissible, under the standards, to raise any price on the basis of a forecast of conditions that may prevail at some later date or of costs which are estimated without experience.

"The Agency served notice upon all sellers affected by the standards that any official price action hereafter taken will make use of a base period ending not later than December 1, 1950, and that no seller will derive any advantage under the regulations from price increases after that date. Prices of certain basic materials which were increased during the period between June 24, 1950, and December 1, 1950, will be subject to reduction, in accordance with these standards, where that is necessary to make possible the maintenance of December 1 price levels at later stages of manufacture."

lowing the matter as closely as possible," he wrote to presidents and secretaries of member associations, "and definite information will be forwarded as soon as the smoke of confusion lifts."

Dec. 21 Mr. Ellis sent member associations a telegram suggesting they advise jobbers "to follow the general price freeze effective Dec. 1 as notified by ESA Pricing Standards. If inequities result, follow local industry leadership until further clarification is available."

Dec. 22 Mr. Ellis forwarded a lengthy letter stating that ESA officials had told him that Dec. 8 is the cutoff date for crude prices and Dec. 18 is the cutoff date for products prices."

"I have just completed a conversation with Mr. (Orville D.) Judd (ESA's petroleum consultant) . . . who advises me as follows:

"It is now the interpretation of the price stabilizer that the petroleum industry should consider the telegram sent to the 40 industry leaders as applicable to the whole petroleum industry.

". . . I then asked if the ESA Pricing Standards contained in the general request to business and industry were applicable to the petroleum industry. The answer is 'no.' In brief, they now determine that the petroleum industry is excluded from the provisions of the general request and the provisions of the request contained in the telegram shall apply.

"This means that any petroleum jobber is requested to hold in abeyance any contemplated selling price increase after Dec. 18. It further means that ESA should be given seven days notice in advance of any contemplated price increase.

"Bear in mind that no formal statement has been issued to support Mr. Judd's interpretation.

"Thus, it may be seen that as your counsel I am confronted with the situation of whether or not I should advise the jobbers to follow the only formal request before them (that of using the December first deadline directed to all business and industry) or whether I should suggest they follow the verbal, informal interpretations of ESA employes. Frankly, I am in no position under these circumstances to properly advise. Until further formal clarification is forthcoming, my only advice would be not to raise any selling price. I am following the matter as closely as possible, and definite information will be forwarded as soon as the smoke of confusion lifts.

"I have already received information from certain of the states which would indicate that the Dec. 18 date caught jobbers in a marginal squeeze. They had received tank car increases but the tank wagon increases had not gone into effect by Dec. 18. It is requested that you survey your respective members to ascertain inequitable situations resulting from using the Dec. 18 date. Please obtain all facts, and I mean all facts, together with suggested cures for the inequities. It is important that I have this information as quickly as possible for presentation to ESA officials for their use in formulation of subsequent regulations or obtaining permission for exceptions, where warranted."

Atlantic Coast Oil Conference on Dec. 20 "strongly urged" ESA to consult the Petroleum Administration for Defense and National Petroleum Council hereafter when considering petroleum price action. The conference also recommended that Price Stabilization Director Michael V. DiSalle request his boss, Economic Stabilizer Alan Valentine, to appoint an oil industry advisory committee for consultation on future contemplated ESA petroleum price moves.

Conference counseled "full co-operation" between ESA and PAD and NPC "because there is much more to the price structure of crude oil and petroleum products than the matter of profits," and because of the "effect on our whole defense economy."

ESA reportedly consulted neither PAD nor NPC before telegraphing its price freeze request to 40 "principal" refiners.

Conference advised use by ESA of an oil advisory committee "in order to avoid the confusion and uneconomic competitive practices that can cause irreparable injury to the small business man."

It suggested also that the committee membership be drawn from "various segments" of the industry, "and that Independent primary suppliers, jobbers and distributors be given adequate and geographical representation."

Conference telegram to Mr. DiSalle further offered conference's full services "in facilitating an orderly approach to the question of price control."

Joseph D. Hadley, executive secretary, Michigan Petroleum Assn., told NPN this week:

"Here in Michigan particularly the jobbers' margin is based upon his contractural right to buy at a certain specific number of cents below existing tank wagon prices. If the tank wagon price goes up, his purchase price goes up simultaneously. He is in no position to in-

Digest of Week's Orders and Reports On Oil Defense Mobilization

NATIONAL PETROLEUM NEWS begins this week a Compliance Service on Oil Defense Mobilization. News stories elsewhere in NPN contain more details on important orders, regulations and reports affecting the oil industry during this stage of the mobilization period. The purpose of this digest is to provide a current check list, and to make it easier for the reader to refer back to one of this week's orders in the future.

The digest is patterned after a portion of the section published by NPN during most of World War II under the title "Compliance Service on War Oil Regulations."

(Dec. 16-25, 1950)

Economic Stabilization Agency

TELEGRAM TO 40 REFINERS—Asks 40 refiners in East and Middle West not to increase purchase prices for crude to exceed price paid Dec. 8, 1950. Also asks hold in abeyance any contemplated increases in prices of refined products, also asks seven days notice of contemplated price increases. Sent 12-15.

WEST COAST CRUDE OIL PRICE PRESS RELEASE—ESA-GPR-22—Agency tells why it is calling meeting in Washington with six West Coast refiners. Release includes text of telegram sent Dec. 18 to 40 East and Middle West refiners. Issued 12-19.

PRICING STANDARDS PRESS RELEASE—ESA-GPR-21—Sets Dec. 1 as date at which prices should be held or to which they should be rolled back to avoid being subject to action by ESA. Outlines exceptions to rollback request. Issued 12-19.

VERBAL REPORT ON HOLD-LINE DATE—Orville D. Judd, ESA oil consultant, says Dec. 8, not Dec. 1, is "hold-the-line" date on oil prices. Statement made 12-21.

VERBAL REPORT ON HOLD-LINE DATE—Orville D. Judd, ESA oil consultant, says ESA attorneys have ruled Dec. 8 hold-line date cannot be used for refined products. Judd says Dec. 18 is date applying to refined products. Dec. 8 is date applying to crude oil except for California crude prices which are being considered separately. Statements made 12-21 and 12-22.

VERBAL REPORT ON TANKER RATES—Price Stabilizer DiSalle says ESA Pricing Standards do not apply to tanker rates. Statement made 12-21.

Executive Order

ESTABLISHES OFFICE OF DEFENSE MOBILIZATION: Leaves Petroleum Administration for Defense under Secretary Chapman, but subject to direction and control of Office of Defense Mobilization. Issued 12-16.

National Production Authority

ORDER REDUCING CIVILIAN TIN CONSUMPTION (M-8 as amended)—Outlines plan for reducing amount of tin available for civilian uses. Issued 12-19.

crease his own tank wagon price because of the competitive angle, so, hence he is tied on his purchases by contract and tied on his sales by competition. The situation is now so bad that there is no possibility whatsoever of the jobber showing any return on his investment or his efforts.

"If the ESA hold-the-line request precludes any adjustment in these hopelessly low jobber margins on both gasoline and fuel oil, it could very well be the beginning of the end of this very important segment of the industry."

Suppliers Say They Will Hold Prices, But Doubt Wisdom of ESA's Freeze

General reaction of suppliers to ESA's price freeze last week was that they would comply with the agency's request, but not without expressing strenuous criticism to the action. Summary of comments by various suppliers and oil industry officials follows:

Burl S. Watson, Vice President, Cities Service — "Receipt acknowledged your telegram Dec. 18. Cities Service desires to co-operate fully with any reasonable voluntary program promulgated by government and designed to halt inflationary tendencies in present emergency. We will undertake to hold our prices on crude and products at existing levels and will consult with you prior to putting any increases into effect.

"You of course realize that the petroleum industry is normally subject to season variations which effect change in yields necessitating certain price adjustments to compensate for such changes. We assume you will take this into consideration, not only in connection with price analysis you are presently making, but also with respect to any future action you may take affecting petroleum prices.

"Your attention is further called to products made from foreign crude over which domestic companies have no control as to prices. As an example, our company makes substantial amounts of asphalt from heavy Venezuelan and Mexican crudes. Should prices of these crudes advance it would be necessary to make corresponding price adjustments in the same products and we assume you contemplate allowing flexibility to take care of such situations. Local situations such as temporary price wars will be found to exist at any given time which have the effect of causing prices to be subnormal for the localities affected. Price freezes either voluntary or by regulation should make allowance for these conditions.

"Fortunately Petroleum Administration for Defense has now been organized within the government and while we assume it will not have price jurisdiction re petroleum products, we feel sure this agency will prove very helpful to you in suggesting the flexibility needed by the agency in any type of price control which may be invoked."

Robert G. Dunlop, President, Sun Oil Co.—"We will make every effort to comply with the request contained in your wire of Dec. 18. However, we do not control crude oil or refined product marketers and must meet markets established by our competitors, or close our plants. You can be sure that we will initiate no price advances without keeping you fully advised. We urge every effort to avoid any curtailment of competition as experience has proven that the full play of competitive forces is the surest guarantee of the maximizing of our industrial output."

Jersey Standard—"While the prob-

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WARREN EMERGENCY VALVES FOR 60 NEW TANK-TRAILERS

1950 Grand Award Winner in National Tank Truck Safety Contest.

RUAN TRANSPORT CORPORATION of Des Moines says: "We have used your air-operated emergency valves long enough to know that they are far superior to the old cable type which always require a great deal of attention and maintenance if the valves are to operate properly.

"As further proof of our satisfaction with the air-operated emergency valves we have recently ordered sixty new tank-trailers from the Freuhauf Trailer Company all of which will be equipped with this type valve."

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lem is a matter for decision for operating affiliates, executives of Standard Oil (New Jersey) would be surprised if the affiliates did not agree to the broad lines of DiSalle's request."

Esso Standard—Wired ESA, asserting in effect that company will comply with request to hold price line on oil.

W. F. Roth, Vice President, Kentucky Standard—"Our company has advised him (DiSalle) that we will honor his request to make no future increases in our selling prices of refined products except under conditions as outlined in his message."

J. C. Donnell II, President, Ohio Oil—Wire sent to Price Stabilizer DiSalle Dec. 20 stated: "Our company is not considering any price changes at this time. Should any changes be contemplated in the future, we will give you the notice required."

George V. Holton, Board Chairman, Socony-Vacuum Oil Co.—"Socony-Vacuum is not now contemplating any new price increases, and assures you seven days' advance notice of any contemplated increase."

Midwest Independent Refiner—Expects to comply with ESA request to roll back crude and products prices provided it is given assurance prices on materials company buys and uses likewise are rolled back.

Eastern Refiner and Marketer—"Blessing in disguise"—at least for the time being—because fear of another price increase for distillates could cause a dislocation of supply at a time when company's product allocations are being "spread out pretty fine." Some customers, if they feared another increase, would step up purchases to the detriment of other customers who might not end up with enough."

Gulf Coast Independent—Says move was anticipated. Feels that "terrible mess" probably justifies controls, but believes they can be administered more fairly than in the last war. Also expressed concern over just how the government will go about setting price ceilings.

Eastern Major—Noting its prices were lower than generally posted in one metropolitan area, said it did not wish to hold competitive price advantage over other suppliers because right now it was a question of getting sufficient oil.

Russell B. Brown, Independent Petroleum Assn. of America's General Counsel—Declared ESA action constitutes in effect "a public denouncement of the industry." Oil's record "does not justify the manner of the action," he said, adding:

"There has been no general increases in crude prices since 1947. In fact, petroleum is one of the rare cases of a basic raw material that has not contributed to inflationary trends. Published statistics support this fact beyond question as summarized in the following tabulation:

Since 1948	% Changes in Wholesale Prices
Farm products	— 1.0%
Foods	+ 0.8
Textile products	+ 11.7
Fuel & lighting materials	+ 0.5
Metals & metal products	+ 13.1
Building materials	+ 11.0
Chemicals & allied products	+ 1.9
Average all commodities	+ 5.0
CRUDE PETROLEUM	— 1.5
Since beginning of Korean War	
Farm products	+ 18.5
Foods	+ 11.4
Textile products	+ 22.2
Fuel & lighting materials	+ 1.5
Metals & metal products	+ 7.7
Building materials	+ 9.0
Chemicals & allied products	+ 21.1
Average all commodities	+ 10.2
CRUDE PETROLEUM	+ 0.4

(Source: U. S. Bureau of Labor Statistics except petroleum which is based on IPAA report on wholesale prices of petroleum).

"The above figures are based on the latest available data on wholesale prices as of the middle of December 1950. Every major commodity group published weekly by the U. S. Bureau of Labor Statistics is shown in comparison with crude oil."

Season Colder Than 1949 In Midwest, Southeast

CLEVELAND—Weather in Midwest and Southeast cities during the heating season Sept. 1 through Dec. 23, 1950, was generally colder (more degree days*) than either the corresponding 1949 season or normal**, according to NPN's regular degree day check of 14 cities.

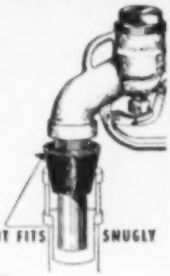
On the East Coast, however, the 1950 season was colder than 1949, but warmer than normal.

Degree Day Summary
Sept. 1 - Dec. 23

East Coast	1950	1949	Normal
Boston	1553	1630	1819
New York	1426	1296	1630
Philadelphia	1404	1270	1459
Washington	1367	1216	1478
Average	1438	1354	1589
Midwest			
Chicago	2200	1966	2089
Cleveland	1916	1657	1929
Detroit	2084	1984	2061
Minneapolis	2746	2456	2615
Omaha	2068	1821	1996
St. Louis	1710	1362	1482
Average	2129	1864	2029
Southeast			
Birmingham, Ala.	1164	919	964
Charleston, S. C.	779	494	577
Nashville, Tenn.	1473	1173	1207
Raleigh, N. C.	1168	925	1078
Average	1146	878	957

* Degree days are the number of degrees F by which the mean temperature for any 24-hour period falls below 65 degrees. Thus a mean temperature of 50 degrees F. for a 24-hour period would equal 15 degree days. It is estimated that the average home oil burner will burn about a gallon of fuel oil for each three degree days.

** Normal degree day figures are based on average temperatures from individual weather station files dating back to year records were first kept.



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GASOLINE
PUMP
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LINE
LEAKS

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Only the UNIVERSAL UNION CHECK VALVE has an ultra-smooth finished poppet and seat to assure 100% tightness. Each individually tested and guaranteed.

Model No. 200A illustrated. Sizes 1¼", 1½" and 2". Also available, No. 200AS with screen.

Immediate delivery on all sizes. Write for name of your nearest jobber. Jobber inquiries invited.

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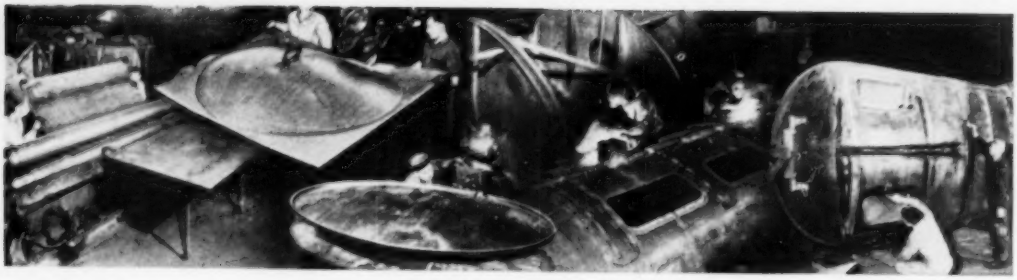


Here's How Fruehauf Builds the World's Best Tank-Trailer!

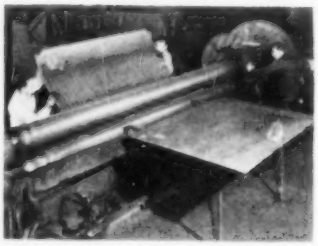
Fruehauf Trailer Company's Tank-Trailer manufacturing plant in Fort Wayne is an example of industrial production at its best, for here modern Tank-Trailers are fabricated, each one proof of the exceptional skill of highly trained men and the latest machinery for heavy steel fabrication.

Fruehauf Tank-Trailers are built from the ground up in this plant. The Fort Wayne plant "stockpiles" steel in their own yard to assure prompt delivery. It's the highest-grade to insure the steel quality of every Tank-Trailer delivered. From the time these steel sheets are lifted from stock, until the completed Trailer rolls out the gate, consistent, painstaking care is taken to make sure that every operation in the tank and chassis fabrication is performed right to assure the Fruehauf customer the quality he deserves in his Fruehauf Tank-Trailer.

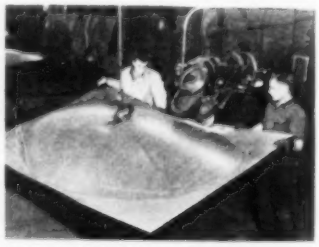
Now, let's take a look at the stages of manufacturing that make these Fruehauf tanks last so long under rugged usage.

"Rolling the Skin", a Fruehauf Method of Pre-Shaping Steel Plates

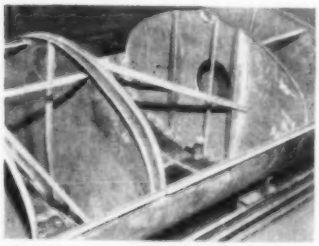
The first step is "rolling the skin," or shaping it to conform to the curve of the tank. These sheets are rolled in huge mills which produce even tension and get a consistent curve to minimize stress on the skin, a factor that often causes leaks. The edges of these sections are cut with mechanical shears to assure true edges so that when welding two pieces together, the joints butt perfectly and the weld becomes a part of the skin rather than a joint between two pieces.



"Rolling the Skin" or forming it for tank sections.



Baffles and bulkheads are hot dished and flanged by specially trained men.



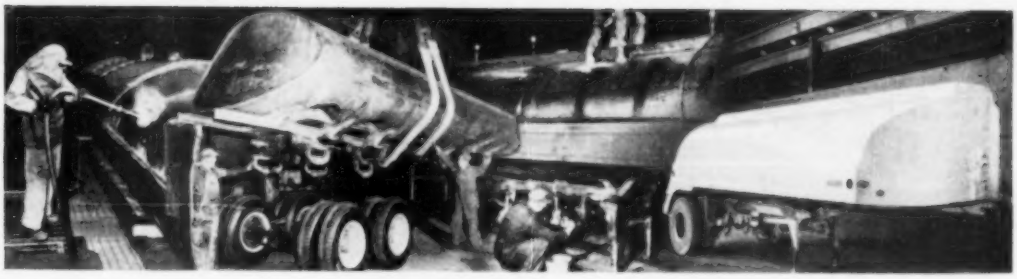
All tank components are tack welded in jigs to assure precise fit.

Next the heads are blanked into shape. All have the same precise, accurate contour . . . free from wrinkles, which are again a source of damaging stress concentration. Flanges, too, are turned mechanically and precisely with the proper "knuckle" radius.

Special Jigs Used for Welding

The rolled skin sections, together with bulkheads, baffles and tank heads are fitted into welding jigs with the top sections of the tank facing down to facilitate a process in welding called the "down-weld" method. This down-welding combined with reverse polarity permits more expert and deep penetrating welds, without bubbles and pitting, assuring better, longer lasting welds. The sections are braced and fitted exactly without strain or open spots in joints because every tank is cut and shaped the same. These jigs are of the rotating type, allowing the complete tank to be turned as welding progresses, *without* strain on any of the tank components so that each piece is welded in its natural

Advertisement



position, not twisted or forced into position. It is at this point that greatest precautions are taken to keep each piece properly placed and welded, because it is here that leak possibilities are born.

Transition Sheet—a Fruehauf Strong Point

The transition sheet is next welded in place. The transition sheet is the "drop" in every Tank-Trailer — the point of maximum stress. Fruehauf has the most gradual possible slope in its sheet. They are cut with mechan-

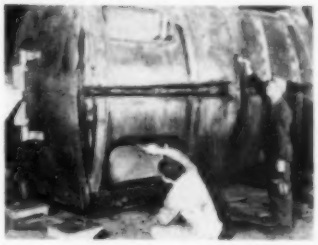
Skilled welders down-weld seams for better weld.

ical shears to exact size; fitted perfectly so there is no stress in inserting sheet in the bottom shell of the tank; welded with painstaking precision. As a result, this weak point in most tanks is a strong point in a Fruehauf.

"Engineered" Methods Eliminate Leaks

Little things like stamping wheel wells of one piece, with rounded corners, instead of welding pieces together, eliminate possible leaks before they occur. It is details *and engineering* like this, *hidden* points, that make Fruehauf Tanks so far superior to others.

Fruehauf provides added support without weight through engineering too. Wider bolsters extend farther around the periphery of the tank, are die-blanked for precise forming. They are mounted into wider bolster pads



Pressure testing locates leaks in pre-assembly inspection.

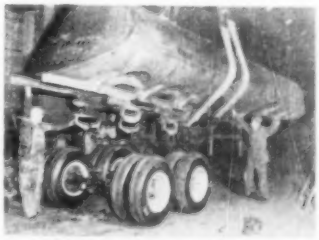
for better distribution of road stress . . . again eliminating leaks before they start.

Shot Blasting Improves Tank Performance

Next the tanks are rolled over and thoroughly tested for leaks, the first of a series of careful inspections. The tanks are then shot-blasted inside and out, *inside* to remove all weld spatter and chips that might hamper fast drainage and foul cargo, *outside* to provide a smooth tank skin for longer wear, better paint adherent qualities and greater beauty.

Tank Becomes Integral with Frame

The tanks are then mounted to the frame, and here again Fruehauf design stands out because Fruehauf tanks are designed to their chassis, each member of the unit placed in such a manner as to minimize road shock, skin strain and surge while in operation. The chassis becomes an ad-

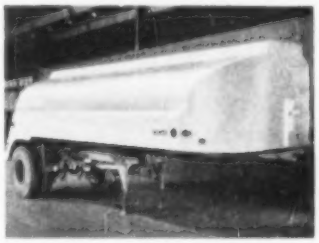


Underconstruction becomes an integral part of Tank-Trailer.

ditional strengthening member of an already unbelievably strong tank for its weight.

Chemical Baths and Baked-on Finish Add to Life of Outside Paint

At this point, drainage and mechanical parts are assembled to the tank, the tank and chassis given an all-over chemical bath to clean and seal the skin and prepare it for painting. The tanks are then rolled into big, dust-free booths where experienced men spray them with tough, wear-resistant paint. This finish is then baked on in large ovens for longer-lasting protection.



Chemical baths and special painting methods add years to finish life.

Final inspection gives each completed unit a thorough check. From nose to bumper each part must be right. Fruehauf Tank-Trailers never leave the factory until the best possible work has made them ready for their jobs.

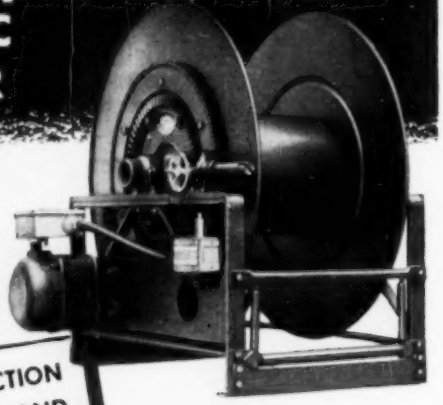
So you see, it's no accident that the safety and convenience features of Fruehauf Tank-Trailers win the instant approval of operators who really *know* fine Tank-Trailer design. That's because they result from a reflection of the needs of operators arrived at through the eyes and ears of a nation-wide sales force and a group of on-the-job engineers. Here, then, are the reasons why Fruehauf Tank-Trailers have rightfully earned the reputation of being the finest on the highway. FRUEHAUF TRAILER COMPANY . . . DETROIT 32, LOS ANGELES 58. IN CANADA: WESTON, ONTARIO.

Advertisement

IT'S NEW—
IT'S BETTER—
IT'S SAFE!

HANNAY HOSE REEL*

WITH *Explosion-Proof* ELECTRIC MOTOR



Specifically developed by Hannay to overcome the danger factors heretofore associated with electrical rewinds.

ADDED PROTECTION FOR OPERATOR AND EQUIPMENT

Enthusiastic users tell us they like especially the safe rewind speed and easy control, which eliminate hazards to nozzles and hands.

AT LAST . . . a new Hannay-quality hose reel with truly explosion-proof electric motor. Particularly advantageous for use in fuel oil, gasoline, fire fighting and similar installations. PROVEN SAFE and efficient in exacting factory and field tests.

- **Especially designed explosion-proof heavy duty motor, Underwriters Approved.**
- **Can be connected through conduit for sealed, safe installation.**
- **Push button control.**
- **Motor integral part of reel; needs no attention.**
- **No gears to shift; no clutch to engage.**
- **Compact, durable, dependable.**
- **Simplicity of construction and operation reduces maintenance costs to minimum.**

The Hannay Electrically-Operated Hose Reel can be supplied complete with approved junction box, push button switch, tubing, fittings, cable, twin wire, solenoid switch, connectors, terminals, and special insulating tape. It comes in all models except the Hannay "16-17" and "14-17" series for tank truck installation, and in practically all AC and DC voltages.

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or write for information

HANNAY
REG. U.S. PAT. OFF.
HOSE REELS
CLIFFORD B. HANNAY & SON, INC
WESTERLO, NEW YORK

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PAD's Future Looks Good As Organizing Continues

The Petroleum Administration for Defense will enter 1951 with its present place in the defense lineup at least temporarily secure and most key positions either already or soon to be filled by men who, to a unique degree, combine a background of experience gained both in the oil industry and the government.

There are still some lines of authority to be straightened out. The antitrust lawyers have yet to be won over to letting industry men head industry committees. And even PAD's own exact status may yet be changed around slightly. But for all practical purposes, the government oil agency—after three months' of uncertainty—finally this week had hoisted itself into a position where, in the New Year, it seemed that the industry could look to PAD to take a more positive and at the same time intelligent hand in its affairs.

One of the last remaining doubts as to where PAD would be lodged in the scheme of things seemed to have been resolved by the report that Defense Mobilizer Wilson had assured Secretary Chapman that he intended the agency should remain in the Interior Department's bailiwick.

PAD Goes Ahead—Meantime, Deputy Administrator Bruce K. Brown was making further progress in staffing PAD and, besides, getting in some big licks on the industry's No. 1 problem—materials and equipment—in daily meetings with the National Production Authority.

Newest PAD staff appointments are those of Robert N. Sears (Phillips) as assistant director of the Program Division, and George Gibson (Bechtel Corp.), as assistant financial counselor. Both were with PAW in the last war.

Also to be added soon is a prominent Independent producer as Director of Production—but for the time being at least, PAD isn't thinking of having a marketing organization as part of its setup.

No Marketing Setup—This last word came from Mr. Brown, who gave as the reason the fact that PAD doesn't want to "regulate anything we don't have to." He added: "If we need a Marketing Division, we will sure get one, but unless we need one, we aren't going to have one." The only problem now confronting PAD with respect to marketing operations, Mr. Brown said, is that of determining the factuality of National Petroleum Council's estimates of marketing's steel requirements.

ESA Follows in Footsteps of OPA By Stumbling into Same Pitfalls

History repeated itself Dec. 18 and the week following, when Economic Stabilization Agency froze prices in the oil industry. Oil men could see a parallel with methods used by the OPA in freezing oil prices in November of 1941.

There was the same confusion.

In neither case was the industry consulted—either directly or indirectly.

Most elements in the industry were not even informed of government requests to freeze prices, but had to learn of them bit by bit over a period of many days.

Following is a comparison of how OPA and ESA went about freezing prices and bewildering oil men:

1. Industry Ignored—OPA did not consult with the Office of Petroleum Coordinator (predecessor to PAW in World War II), headed by Coordinator Harold L. Ickes, or with any elements of the industry. Neither did it confer with any other defense agency.

ESA did not consult with PAD, Interior Secretary Chapman, the 40 refiners who received "requests" telegrams or any other elements of the oil industry before issuing its price freeze request.

2. Request Provisions — OPA on Nov. 7, 1941, froze all prices of all petroleum and petroleum products at Oct. 1, 1941, levels. It requested notification from all marketers, producers and purchasers of all price increases made since Oct. 1. It also asked two-weeks' advance notification of future price increases.

ESA froze products prices as of Dec. 18, 1950, and crude prices (except California crude) as of Dec. 8, 1950. It asked seven days advance notice of any planned price rises. This was the outcome of a week of contradictory ESA statements.

3. How Industry Was Told—OPA "notified" the industry of its request by sending wires and letters to about 80 "leading marketers and refiners" and to about 80 producers and buyers of crude. Other elements of the industry learned of the price freeze through the trade press, newspapers and by word of mouth.

ESA started its price freeze by sending telegrams to 40 principal refiners asking them to hold prices as of Dec. 8. Subsequent ESA requests and price statements came in the form of news "releases" to the press, radio, etc.

4. Requests Only—OPA Administrator Henderson was careful to style his wishes as "requests." Although he maintained that since OPA was operating under presidential proclamation, he had authority to enforce the request, he had asked for a specific law to back him up.

The ESA "freeze" was in the form of a request, which the agency termed "voluntary and not a mandatory order." Compulsory controls, however, were hinted at, if the industry did not comply with the request.

5. Prolonged Confusion — It was weeks before OPA's wishes were understood generally by the industry. Eighteen days after the original request, OPA was still working on some plan for communicating it to oil men other than "leading marketers and producers."

Nine days after EST's initial price request, large numbers of oil men were still looking for final answers as to what ESA wanted.

Economic Stabilization Agency's freeze of prices in the oil and other industries, announced Dec. 18 and 19, could be the start of a parade of government controls, similar to those of World War II.

This raises the question: Should oil men comply without protest to such "requests," even though they think such requests are unreasonable and unworkable?

Oil men in World War II faced many such decisions. One of them—whether to succumb without a fight to compulsory gasoline rationing—is an example of how independent businessmen can successfully fight abuses of government power.

When OPA announced its intention to impose nationwide compulsory rationing as of December, 1941, Independent oil men in many parts of the country protested vigorously.

First jobbers and other oil men asked government officials to pause to study figures, and possibly to get more figures, to make sure motorists had not already conserved its tires as much as the 44% recommended by the government.

OPA refused.

Oil Men Act—Whereupon several thousand oil men sent letters and telegrams to congressmen, and other public officials protesting OPA's actions. A leader in the campaign was Indiana Independent Petroleum Assn. In addition, the Independents waged a vigorous word-of-mouth campaign against compulsory rationing. Their outcry was so loud that OPA Administrator Leon Henderson replied publicly.

Intentionally Traitorous?—In a radio address on Thanksgiving evening, Nov. 26, 1941, Mr. Henderson stated:

"We are here tonight to answer these men who would gamble America's future, not for a mess of pottage, but for a gallon of gasoline. . .

"It seems as these gentlemen who mislead you are either ignorant . . . or intentionally traitorous. . ."

Administrator Henderson, together with Rubber Director Jeffers had earlier called upon the FBI to investigate leaders of the anti-rationing groups. It was hinted that "arrests might be made."

The pressure was on.

Rationing Revised—But the industry protest was so strong and widespread; it had gotten so many facts to congressmen that on the day following Mr. Henderson's speech, leaders of a large group of legislators brought the proposed rationing plan under heavy fire on the Senate floor. Phrases such as "our constituents are outraged" and "colossal blunder" were heard.

As a result, OPA definitions as to who would get "B" and "C" cards were liberalized. Fuel oil regulations were loosened. Farmers were given enough gasoline to prevent food shortages. In general, many unnecessary OPA restrictions were eliminated.

Conclusion—Price "Czar" Henderson blasted anti-rationing "traitors" on Thanksgiving evening. Twenty-one days later President Roosevelt announced Mr. Henderson's resignation as OPA chief because of ill health and eyesight trouble.

Death

Ralph Clayton Holmes, 76, Shinglehouse, Pa., former president and board chairman of The Texas Co., died Dec. 23 at his winter home in Orlando, Fla. Funeral services and burial were in Houston on Dec. 27.

Mr. Holmes was associated with Texas 31 years—from May 1902, when he became superintendent of refining at Beaumont, Tex., until May 5, 1933, when he resigned as board chairman in a disagreement with other directors over policy.

Born in Sharon Center, Pa., he got his start in the oil industry with Standard Oil in Olean, N. Y., upon graduation from high school there in 1895. In 1901, he moved to Solar Refining Co., building a refinery for it at Galatea, Ohio.

In 1913, about 11 years after joining Texaco, Mr. Holmes became a vice president and chairman of its manufacturing and marketing committee. He became president March 16, 1926 and chairman on April 25, 1933, resigning just 10 days later.

He is survived by his widow, Mrs. Dora May Hamilton Holmes, and a son, Frederic Hamilton Holmes, New York, assistant manager for operations of Texaco's refining department.

J. P. Mosher, Jr., Market Editor, NPN and Platt's OILGRAM Price Service, 50 West 50th St., New York (20), COLumbus 5-1695
Other OILGRAM News Bureaus: Cleveland (13), 1215 West 3rd St., CHerry 1-7672 • Chicago (5), 59 East Van Buren St., HArrison 7-5061 • Tulsa (3), 901 World Building, 2-7132 • Washington (4), 1046 National Press Building, NAtional 2477 • Houston (2), 329 First National Bank Bldg., APwood 6412.

Oil Prices Increase; Transportation Tight

The trend of oil prices continued upward through the pre-Christmas week, although most of the advances took place prior to Dec. 18. That was the date of the Economic Stabilizer's request (see p. 27) to refiners to "hold in abeyance any contemplated selling price increases, all levels, all refined products."

If the Stabilizer's request served to hold up any contemplated price increases, it probably also helped to foster a rash of "premium" bids by spot buyers still short on their needs of heating oils and residual. This was particularly true in areas served by tanker, barge and tank cars. Transportation facilities were extremely tight—much more so than oil itself—with rates particularly for tankers, still soaring.

To suppliers and marketers who had weathered the rigid price controls of World War II, fixed prices were synonymous with occasional, but embarrassing, spot shortages. Spot buyers' bids for fuel oil were sharply higher at New York Harbor, in Chicago and throughout the Midwest and the Mid-Continent. One Chicago distributor was out of fuel oils for a period of three days.

Prices for heating oils in Oklahoma were up on the lows of refiners' quotations in amounts ranging from 0.125 to 0.25c per gal. for shipments to the Midwest in tank cars, kerosine prices, FOB Group 3, ranged upward from 9.25c, Diesel oil from 9c, and No. 2 fuel from 8.375c.

In Oklahoma and Kansas, bids of up to $2.05 per bbl. in the former area and $2.35 in the latter were reported "in the market firm" for No. 6 fuel. Refiners' quotations ranged upward from $1.75 per bbl., unchanged.

Heating and Diesel oils were priced 0.1c higher on Dec. 18 at principal terminals in the Southeast. Suppliers quoted kerosine in tank car lots at 11.1c, and No. 2 at 10.1c, at Jacksonville, Miami and Port Everglades.

In the Bradford-Warren district of the Western Penna. field kerosine was quoted 0.25c higher at 11c. In Oil City, refiners' prices for regular gasoline were up 0.35c on the low, ranging from 12.75 to 12.9c.

Both low and high sulfur No. 6 fuel prices were up 0.25c on the lows of Chicago District terminal operators' quotations. Low sulfur prices ranged from 7.35 to 7.5c per gal., and ordinary bunker oil from 7.1 to 7.55c.

Premium gasoline prices in Michigan, following a period of relatively active demand, were up 0.25c on the low, ranging from 13.5 to 14.25c in tank cars, FOB Central Michigan plants.

In Michigan, Commonwealth Pipe Line Co. reported an advance of 12c per bbl. in its prices for crude oil in seven counties, effective Dec. 16. The company gathers approximately 100,000 bbls. of crude per month in Allegan, Ottawa, Kent, Oceana, Newaygo, Montcalm and Muskegon counties, in the western part of the state.

Other crude oil markets were unchanged.

The price situation in the nation generally was unsettled. Refiners have been asked to make no further increases, and there appeared to be wide acceptance to the request of the Economic Stabilizer. At the same time, no effort at NPN presstime had been made to prevent further increases in ocean transportation rates.

East Coast marketers were quick to point out that the last paid T2 tanker fixtures from the Gulf after continued advances were at $6.70 per ton (USMC plus 135%). At this rate, the cost of transporting No. 2 fuel from the Gulf to the East Coast is 2.12c per gal., and $1.03 per bbl. for bunker oil, or more than double the cost of six months ago.

With the tanker rates rising, some East Coast majors saw no way that "black market conditions" could be avoided. They pointed out that stocks of distillates were falling sharply, and jobbers short of oil had no recourse but to bid prices that would bring out new supply.

That "black market conditions" were a distinct possibility was indicated in the general scramble for supply and transportation, a number of trade sources said. In the Mid-Continent, the rush for heavy fuel was said to have "almost" reached the "black market" stage. In the East, buyers who have exhausted the possibility of additional prompt fuel oil supply from the Gulf said they next tried to purchase from other buyers who already had material in transit. Failing that they entered inquiries with other terminal suppliers.

There were several developments in the foreign field:

Petroleos Mexicanos, the Mexican Government oil agency, announced an increase of 5c per bbl. in its ships' bunker prices for heavy fuel at points on the Gulf, effective Dec. 20. New price is $1.95 per bbl. at Tampico, Veracruz and Minatitlan.

A foreign buyer obtained an additional 2,100 bbls. of Mid-Continent conventional bright stock against his original inquiry for 60,000 bbls. for late January lifting, it was learned by NPN. (For other purchases, see NPN's Nov. 15, p. 43; Nov. 22, p. 42; and Nov. 29, p. 36). The latest lot was sold at 32c per gal. FOB ship at the Gulf.

This buyer's purchases to date for January lifting total 52,150 bbls.—47,600 bbls. of bright stock and 4,550 bbls. of neutral. Same buyer is now in the market for 49,000 bbls. of Mid-Continent bright and 10,500 bbls. of Pennsylvania bright stock for March-April lifting at the Gulf.

Question of which of two suppliers will furnish approximately 650,000 bbls. of bunker "C" fuel to the Athens Piraeus Electricity Co., Athens, Greece, during the first half of 1951 reportedly is up to the Economic Co-operation Administration at Washington for decision (see NPN Nov. 22, p. 42).

Only two suppliers bid for the business, both from the Middle East, according to trade sources in New York. One bid was at undisclosed flat price with payment to be 10% in Greek drachmas. This proposal has been favored by Athens Piraeus, it was said. Price bid by the other supplier also could not be learned. Trade sources said, however, that bid specified escalation based on Platt's *Oilgram* low quotation for bunker "C" at the U. S. Gulf.

Summary of Daily Gasoline Prices (Dec. 19 through Dec. 26)

	Tuesday Dec. 26	Friday Dec. 22	Thursday Dec. 21	Wednesday Dec. 20	Tuesday Dec. 19
Motor Gasoline 93 Oct. R (Premium):					
Oklahoma (Group 3)	11.375	11.375	11.375	11.375	11.375
Midwestern (Group 3 basis)	11.375	11.375	11.375	11.375	11.375
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	12.75-13.25	12.75-13.25	12.75-13.25	12.75-13.25	12.75-13.25
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	12.5	12.5	12.5	12.5	12.5
E. Tex. (For shpt. to Tex.&N.M. dest'ns)	12	12	12	12	12
Cent. W. Tex. (Truck Tnsp.)	12	12	12	12	12
Motor Gasoline 90 Oct. R (Premium):					
Oklahoma (Group 3)	(3)11.375-11.75	(3)11.375-11.75	(3)11.375-11.75	(3)11.375-11.75	(3)11.375-11.75
Midwestern (Group 3 basis)	(2)11.375-11.875	(2)11.375-11.875	(2)11.375-11.875	(2)11.375-11.875	(2)11.375-11.875
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	....	....	....	....	....
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	12	12	12	12	12
E. Tex. (For shpt. to Tex.&N.M. dest'ns)	11.75-12	11.75-12	11.75-12	11.75-12	11.75-12
Motor Gasoline 88 Oct. R (Premium):					
Oklahoma (Group 3)	(2)11.375-11.75	(2)11.375-11.75	(2)11.375-11.75	(2)11.375-11.75	(2)11.375-11.75
Midwestern (Group 3 basis)	11.75	11.75	11.75	11.75	11.75
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	(3)12-12.75	(3)12-12.75	(3)12-12.75	(3)12-12.75	(3)12-12.75
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	12(3)	12(3)	12(3)	12(3)	12(3)
E. Tex. (Truck Tnsp.)	11.75-12.5	11.75-12.5	11.75-12.5	11.75-12.5	11.75-12.5
Cent. W. Tex. (Truck Tnsp.)	12	12	12	12	12
Motor Gasoline 86 Oct. R (Premium):					
Oklahoma (Group 3)	11.375-11.5	11.375-11.5	11.375-11.5	11.375-11.5	11.375-11.5
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	12(3)	12(3)	12(3)	12(3)	12(3)
E. Tex. (Truck Tnsp.)	11.5-12.5	11.5-12.5	11.5-12.5	11.5-12.5	11.5-12.5
Motor Gasoline 84 Oct. R (Regular):					
Oklahoma (Group 3)	10.375	10.375	10.375	10.375	10.375
Midwestern (Group 3 basis)	10.375(2)	10.375(2)	10.375(2)	10.375(2)	10.375(2)
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	11.25-11.5	11.25-11.5	11.25-11.5	11.25-11.5	11.25-11.5
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	11.25	11.25	11.25	11.25	11.25
E. Tex. (Truck Tnsp.)	10.75	10.75	10.75	10.75	10.75
Cent. W. Tex. (Truck Tnsp.)	11.25	11.25	11.25	11.25	11.25
Motor Gasoline 82 Oct. R (Regular)					
Oklahoma (Group 3)	(3)10.375-10.75	(3)10.375-10.75	(3)10.375-10.75	(3)10.375-10.75	(3)10.375-10.75
Midwestern (Group 3 basis)	(2)10.375-10.875	(2)10.375-10.875	(2)10.375-10.875	(2)10.375-10.875	(2)10.375-10.875
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	(2)10.75-11.7	(2)10.75-11.7	(2)10.75-11.7	(2)10.75-11.7	(2)10.75-11.7
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	11(2)	11(2)	11(2)	11(2)	11(2)
E. Tex. (Truck Tnsp.)	10.5-11(3)	10.5-11(3)	10.5-11(3)	10.5-11(3)	10.5-11(3)
Cent. W. Tex. (Truck Tnsp.)	10.75	10.75	10.75	10.75	10.75
Motor Gasoline 80 Oct. R (Regular):					
Oklahoma (Group 3)	(2)10.375-10.625	(2)10.375-10.625	(2)10.375-10.625	(2)10.375-10.625	(2)10.375-10.625
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	10.75	10.75	10.75	10.75	10.75
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	11(2)	11(2)	11(2)	11(2)	11(2)
E. Tex. (Truck Tnsp.)	....	....	....	....	....
Cent. W. Tex. (Truck Tnsp.)	....	....	....	....	....
Motor Gasoline 60 Oct. M. & below:					
Oklahoma (Group 3)	9.625-10	9.625-10	9.625-10	9.625-10	9.625-10
Midwestern (Group 3 basis)	(2)9.75-9.875	(2)9.75-9.875	(2)9.75-9.875	(2)9.75-9.875	(2)9.75-9.875
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	(2)9.75-10.8	(2)9.75-10.8	(2)9.75-10.8	(2)9.75-10.8	(2)9.75-10.8
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	10.375-10.5(3)	10.375-10.5(3)	10.375-10.5(3)	10.375-10.5(3)	10.375-10.5(3)
E. Tex. (Truck Tnsp.)	9.875-10.5	9.875-10.5	9.875-10.5	9.875-10.5	9.875-10.5
Cent. W. Tex. (Truck Tnsp.)	9.5-10.5	9.5-10.5	9.5-10.5	9.5-10.5	9.5-10.5
Motor Gasoline 93 Oct. R (Premium):					
New York harbor	14.75-15	14.75-15	14.75-15	14.75-15	14.75-15
New York harbor, barges	14.65-14.9	14.65-14.9	14.65-14.9	14.65-14.9	14.65-14.9
Philadelphia	15.15-15.2	15.15-15.2	15.15-15.2	15.15-15.2	15.15-15.2
Philadelphia, barges	15.05	15.05	15.05	15.05	15.05
Baltimore	(2)13.1-15(2)	(2)13.1-15(2)	(2)13.1-15(2)	(2)13.1-15(2)	(2)13.1-15(2)
Baltimore, barges	13	13	13	13	13
Motor Gasoline 90 Oct. R (Premium):					
New York harbor	(2)13.85-14.35	(2)13.85-14.35	(2)13.85-14.35	(2)13.85-14.35	(2)13.85-14.35
New York harbor, barges	(2)13.75-14.25	(2)13.75-14.25	(2)13.75-14.25	(2)13.75-14.25	(2)13.75-14.25
Philadelphia	15.15	15.15	15.15	15.15	15.15
Philadelphia, barges	15.05	15.05	15.05	15.05	15.05
Baltimore	13.1-14.05	13.1-14.05	13.1-14.05	13.1-14.05	13.1-14.05
Baltimore, barges	13	13	13	13	13
Motor Gasoline 86 Oct. R (Regular):					
New York harbor	(3)12.85-13.6	(3)12.85-13.6	(3)12.85-13.6	(3)12.85-13.6	(3)12.85-13.6
New York harbor, barges	(2)12-13.4	(2)12-13.4	(2)12-13.4	(2)12-13.4	(2)12-13.4
Philadelphia	(2)13.7-13.9	(2)13.7-13.9	(2)13.7-13.9	(2)13.7-13.9	(2)13.7-13.9
Philadelphia, barges	13.6-13.8	13.6-13.8	13.6-13.8	13.6-13.8	13.6-13.8
Baltimore	(4)12.1-13.5(2)	(4)12.1-13.5(2)	(4)12.1-13.5(2)	(4)12.1-13.5(2)	(4)12.1-13.5(2)
Baltimore, barges	12	12	12	12	12
Motor Gasoline:					
Western Penna., Bradford-Warren:					
86 Oct. R (Prem)	13.75-14(2)	13.75-14(2)	13.75-14(2)	13.75-14(2)	13.75-14(2)
83 Oct. R (Regular)	(2)12.75-13	(2)12.75-13	(2)12.75-13	(2)12.75-13	(2)12.75-13
Western Penna., Oil City:					
86 oct. R (Prem)	13.75-13.9	13.75-13.9	13.75-13.9	13.75-13.9	13.75-13.9
83 Oct. R (Regular)	12.75-12.9(2)	12.75-12.9(2)	12.75-12.9(2)	12.75-12.9(2)	12.75-12.9(2)
Western Penna., Pittsburgh:					
86 Oct. R (Prem)	13.9(2)	13.9(2)	13.9(2)	13.9(2)	13.9(2)
83 Oct. R (Regular)	12.9(2)	12.9(2)	12.9(2)	12.9(2)	12.9(2)

Note: Research octane ratings, indicated by the letter "R", are minimum ratings. Motor method octane ratings, where used, are indicated by the letter "M".

ATLANTIC COAST

Bids for Fuel Oils Scale Higher

An upward scaling of bids for fuel oils by buyers seeking additional spot quantities featured East Coast price developments during the pre-Christmas week. Soaring tanker rates from the Gulf caused suppliers to treasure the fuels they already had in storage, and the majority declared they were making no offerings to other than regular-customer accounts.

Heating oils were priced 0.1c higher on the lows at most points in the Southeast when the remaining suppliers met the increases of Kentucky Standard on Dec. 15. Kerosine generally was quoted at 11.1c tank cars at Jacksonville, Miami and Port Everglades, and 10.9c at Tampa. No. 2 was 10.1c at the first three points, and 10c at Tampa.

Fuel oils increasingly were being held for regular accounts, and with tanker rates still on the rise buyers short on supplies scaled upward their bids to secure barge quantities of Nos. 2 and bunker "C" fuel oils.

At New York, sales of barge lots of No. 2 fuel were reported, but not confirmed at 9.25c, 9.3c and two "small lots" at 9.4c. Bids of 9.5c for No. 2 also were said to have been made. Meanwhile, the bulk of No. 2 sales in barges to regular customers continued at 9c, the generally posted price, with other regular-account sales ranging up to 9.25c.

Reports on heavy fuel at New York pointed to a "drying up" of general market offerings at progressively

Explanations of Price Tables

The reader's attention is directed to the following explanations which apply to the Summary of Daily Gasoline Prices appearing on page 37 and the price tables appearing on pages 40-45 of this issue.

The letter "X" indicates a change in price; if the change is on the low of the price range, the "X" is adjacent to the low; if the change is on the high of the price change, the "X" is adjacent to the high; a change from one flat price to a higher or lower flat price, or elimination of the low of a price range, is indicated with an "X" to the left of the new price; elimination of the high of a price range is indicated with an "X" to the right of the new price.

Parenthetical figures indicate number of companies quoting when two or more companies quoted the price shown. In the Gulf Coast Cargo table on p. 43, all prices reported are shown. In all other tables, only the lows and highs of the ranges of prices are shown; no attempt is made to show prices within the lows and the highs, and therefore no attempt is made to indicate the number of companies contacted for prices for each product. Nearly 200 primary suppliers (refiners and tanker terminal operators), plus an even larger number of other sources (jobbers, compounders, consumers, distributors, brokers, tank car marketers, etc.) are contacted for prices at regular intervals.

higher prices: $2.25, $2.30 and $2.35 per bbl. Negotiations for additional quantities were said to be under way at $2.40, but again trading at these figures represented only a fraction of the bunker oil sold at New York, it was said. The majority of harbor suppliers quoted $2.15 with the restriction that the price applied only to their regular trade. Harbor barge quotations ranged from $2.15 to $2.25 per bbl. for No. 6.

There was very little activity in gasoline, according to reports. It was probably the only product that could be purchased without difficulty—and "premiums"—in the open market. "Seasonally slower" sales were reported in most areas, although no further softening of wholesale prices was indicated. In contrast to most reports of declining gasoline sales, one refiner said his current sales were running 7,000 b/d in excess of his producing capacity. For the next two months, pending plant expansions, he will be a spot buyer of the additional quantity, he said.

GULF COAST

Fuel Oil Offerings Remain Scarce

Active inquiry for fuel oils was reported at the Gulf during the past week, with no easing of the scarcity of offerings to new buyers. Most of the larger refiners had their production of kerosine, No. 2 and bunker "C" fuels already allocated to regular customers, and many of the Independents said they were sold up.

There were no developments in prices, and, owing to the scarcity of fuel oils for the general market, few sales.

Suppliers reported greater "urgency" in inquiries coming in for heating oils and residual. Kerosine demand changed from moderate to heavy in the course of a few days, according to reports. Whereas some refiners earlier in the month were willing to trade kerosine in order to get No. 2 fuel, the situation was said to have been reversed, and several traders reported anxious to give No. 2 fuel in order to get kerosine.

No easing was indicated in the supply position for No. 2 fuel. Only one supplier, an Independent, reported he was in position to offer a cargo lot of No. 2 fuel, and he added that he could not make the quantity available before January. Other sources declared that the only No. 2 fuel offered to them was an "occasional barge lot." One major refiner, in the market as a buyer of supplemental lots of No. 2 said he could find no offerings in the general market of full cargo quantities. Quotations for No. 2 fuel ranged from 7.5 to 8.125c per gal.

Active demand, and continued tight supply, also was reported for heavy fuel. Several bids in the market at "5c over" and "10c over" (low *Oilgram* date of lifting) failed to bring out new supply. Stocks of residual at the Gulf were not large for this time of year, suppliers said, and the majority were unwilling to offer to other than their regular-customer accounts. Sales of one cargo lot of "C" fuel, less than 1% sulfur, was disclosed at "low *Oilgram*, plus 10c, date of lifting." One other sale was made but details were not available.

Gasoline was inactive, and prices described as "neither firm nor soft." There were few inquiries, and at the same time no surplus of offerings. One inquiry was reported, calling for a cargo lot of No. 2 and a cargo lot of regular-grade gasoline, the former for December lifting and the latter for January.

CENTRAL MICHIGAN

Gasoline, No. 6 Fuel Prices Rise

One grade of gasoline and No. 6 fuel were higher in Central Michigan last week as some refiners reported higher prices that spread to most products. Other refiners held off making price advances "pending outcome of developments in Washington."

Although price increases of some refiners covered most products, ranges for only two were affected by the changes. One refiner raised his price for 86 oct. premium-grade gasoline 0.5c to 13.75c with other quotations ranging from 13.5 to 14.25c, FOB Central Michigan. Generally, refiners said gasoline was steady and in good balance.

No. 6 fuel, the only other product to range higher, was quoted at 7.5 to 8.55c, up 0.3c on the high. Tight supply status of industrial and domestic grades of fuel was unchanged, according to refiners.

MIDWESTERN Chicago-E. St. Louis Area)

Light fuel Prices Rise 0.125-0.25c Gal.

Midwest refiners' prices for most grades of light fuels were up 0.125 to 0.25c per gal. in the third week of December. Demand remained heavy for both light and heavy fuels and refiners generally said they were unable to offer product to other than regular customers. Two large purchases of No. 6 fuel were reportedly by tank car marketers.

While a number of marketers said they were unable to "quote a price" for either domestic or industrial fuels, reports were numerous that products were available at prices ranging from "0.25 to 0.75c over the lows." It was also said bids of $2 per bbl. for No. 6 fuel were being made, but no actual sales were disclosed of light or heavy fuels at the higher prices.

Reports on open market gasoline varied from "still easy" to "firming." A one-car sale of "high octane" regular-grade gasoline was disclosed by a tank car marketer at 10.375c, Group 3. Other markets offered 82 octane refined regular at 10c and cycled regular at 9.25c. Refiners' prices were unchanged with quotations ranging from 10.375 to 10.875c for refined regular.

Distillates ranging higher in price, up 0.125 to 0.25c on the lows, were: 42-44 kerosine, 9.25 to 9.5c; 41-43 kerosine, 9.25 to 9.375c; Diesel fuel, 8.9 to 9.5c; No. 1 fuel, 9 to 9.25c; and No. 2 fuel, 8.375 to 8.625c. Marketer disclosed purchase of "a few" cars of No. 2 fuel at 8.5c, FOB E. Texas, for resale.

Although traders said some buyers were bidding up to $2 per bbl. for No. 6 fuel for immediate shipment

NPN Gasoline Index

	Cents Per Gal. Dealer T.W.	Tank Car
Dec. 26	10.40	11.62
Month Ago	10.48	11.61
Year Ago	11.90	10.99

Dealer index is an average of dealer tank wagon prices ex tax in 50 cities.

Tank car index is weighted average of following wholesale markets for regular-grade gasoline, FOB refineries or terminals: Okla., Midwestern, W. Penna., Calif., N. Y. Harbor, Philadelphia, Jacksonville, Boston and Gulf Coast.

two large purchases were disclosed at lower prices. One marketer reported purchase for shipment over the first quarter of 1951 of 15,000 bbls. of max. 1% sulfur No. 6 fuel at "5c per bbl. over Group 3 low, FOB N. Texas," for resale. Another marketer disclosed purchase, also for resale over first quarter, of 200,000 bbls. of No. 6 at prices based "*Chicago Journal of Commerce* Group 3 low, the low plus 5c, and the low plus 10c." Four Midwest refiners quoted No. 6 at $1.75 per bbl. the past week.

CHICAGO DISTRICT

Light, Heavy Fuel Prices Range Higher

Light and heavy fuels continued to be closely held and were quoted at higher prices in Chicago District in the week before Christmas. Peak demand has been reported for these grades for a full month now.

In meeting supply commitments, suppliers said they were harassed with transportation problems stemming from icy pavements and difficulties encountered with barge traffic in Illinois waterways.

Gasoline prices were steady, and premium-grade was in tighter supply because of increased call for this grade during the long cold spell.

Range oil was quoted from 11.5 to 12c, FOB Chicago District, up 0.125c on the low; No. 2 fuel from 10.875 to 11.375c, up 0.375c on the low. Traders reported sales of range oil, at prices "equalized to Group 3" ranging from 12.25 to 12.5c for range oil and from 11.25 to 11.5c for No. 2. In many instances, these open market sales were made to jobber-distributors who had used up their contract quotas with their regular suppliers and were "desperate" for additional amounts to carry them to the end of December.

Early curtailment of natural gas supplies to industrial users placed a heavier than usual supply burden on refineries and water terminals in this area. Most suppliers said they were "in difficulty" meeting regular-customer requirements and had none for outside trade. One terminal operator said he was "almost completely out" of heavy fuels.

MID-CONTINENT

'Premiums' Bid for Fuel Oils

There were reports in the Mid-Continent the past week that heavy fuel in Kansas had "almost" reached the "black market" stage. Meanwhile, in other areas, refiners said lack of transportation rather than scarcity of products was causing buyers to bid "premiums" for light and heavy fuels. Little change was reported in price or demand status of gasoline and lubricating oils.

Prices quoted by refiners for distillate and residual oils continued upward in some districts, and buyers were increasing their bids for both products. In Kansas, one refiner disclosed a "firm bid" of $2.05 for No. 6 fuel from a broker. Some buyers in Kansas reportedly were trying to resell No. 6 at as high as $2.55, but this was not confirmed. Refiners in Oklahoma said that a buyer who desired immediate delivery of Nos. 1 and 2 would have to pay 0.5 to 0.625c "over the lows," and from 15 to 25c "over published prices" for No. 6 fuel.

Scarcity of clean and dirty tank cars, however, was main reason for high "premiums" offered by buyers, it was stated. A buyer who could furnish his own tank cars possibly could find both light and heavy oils "near the lows," according to reports. Also, those who sought material for future shipment could "make better deals," refiners asserted. In most cases, refiners said they were "several days behind" in regular-customer shipments due to lack of transportation.

No. 6 fuel prices ranged upward from $1.75 in most areas, except East Texas and West Texas, at end of week. In East Texas, three refiners quoted $1.70, while one quoted $1.65 in West Texas. Railroads still were getting large amounts of heavy fuel under contract at $1.65, according to reports.

Heating oil prices were up in several districts. In Oklahoma, kerosine rose to 9.25c by end of week, and range lows for Diesel fuel, range oil, Nos. 1, 2, and 3 oils also were up. Other increases during week left distillates priced higher in Kansas, West Texas and North Texas.

Gasoline continued to "surprise" some refiners by "holding up so good" for this time of year. Two Kansas refiners said their sales were 15% above same time last year, and several in Oklahoma, North Texas and East Texas said local sales were "much better than expected."

WESTERN PENNA.

ESA Confusion Slows Lube Trading

Confusion over Economic Cooperation Agency's request to refiners to "hold the price line" stifled trading in Western Penna. in the week ended Dec. 23, according to reports of refiners and buyers. Lubricating oil prices for the most part were unchanged. Scale wax was quoted higher, and also some grades of fuel oil.

Most refiners stated they were not offering any lubes "pending clarification of the price situation," and this stand was confirmed by buyers who said they had been unable to obtain quotations. Other refiners declared that, even prior to the ESA request they had had no lubes to offer and therefore did not "have to consider holding material."

Trade sources stated that, apart from consideration of possible price controls, all lubes remained extremely tight. According to most reports, bright stock could not be purchased "lower than 30 to 31c." One refiner disclosed sales at 30c. Foreign buyer was in the market with new inquiry for 10,500 bbls. Penna. bright stock for March-April lifting, as well as for 49,000 bbls. Mid-Continent bright.

Scale wax was quoted 0.25c higher at 6.5 to 7c per lb. in tank cars. As in case of lubricating oils, tightness in wax has been reported for several months, and some refiner-buyers declared that they had been unable to obtain any quotations whatsoever the past week.

Petrolatum also remained on list of products "virtually unobtainable" in the open market, potential buyers said. Aggregate of domestic and foreign demand indicated "world shortage," according to several refiners, who nevertheless said they were "still able" to supply their regular domestic customers.

Demand was seasonal for gasoline and fuel oils. At the same time, low inventory position of most refiners continued to lend firmness to heating oils. Kerosine was quoted 0.25c higher at 11c in Bradford-Warren district.

(*Continued on p. 48*)

Crude Oil Prices

Commonwealth Pipe Line Co. advances Western Michigan crudes 12c. No other changes in crude prices reported in week ended Dec. 23. For complete crude price schedules, see p. 46-47 of this issue.

Prices at Refineries and Terminals and by Tank Wagon

PRICES IN EFFECT DEC. 26

Prices herewith are reproduced from Platt's OILGRAM Daily Oil Price Service, associated with National Petroleum News, whose representatives in all NPN-OILGRAM offices devote their time exclusively to reporting oil industry prices everywhere.

Prices shown in tables are sales prices or quotations or general offers or posted prices by refiners, by pipeline terminal operators, and by tanker terminal operators; for current sales and shipments; for the business day or period stated; except Tank Wagon prices, prices are for bulk lots such as tank car, truck transport, barge; prices applying to barges or cargoes or truck transport lots only, so designated; FOB refineries or terminals; in cents per gal., except per bbl. where $ sign is shown; wax and petrolatums in cents per pound; ex all fees and taxes; for crude oil and its products lawfully produced and transported; reported as received by *OILGRAM* and National Petroleum News but not guaranteed; for subscribers' private use only and not for resale or distribution or publication. During periods of short supply, some sellers and at times all sellers, withhold quotations to new customers or the posting of firm prices but give *OILGRAM* the prices they otherwise would quote to the trade in general and which they confine to their regular customers only, and such prices appear in the price tables. Octane ratings are ASTM; Research Method ratings, indicated by letter R, are minimum ratings; Motor Method ratings are indicated by letter M. For further details of price conditions apply to any *NPN—OILGRAM* office or see back of any *OILGRAM* Price Service invoice.

For complete price service delivered daily from nearest *OILGRAM* publishing office, New York, Cleveland and Houston, address Platt's Price Service, Inc., 1213 West 3rd St., Cleveland (113), Ohio. Annual subscription rate in U. S.: $150 per year, payable in advance.

GASOLINE

OKLAHOMA (Group 3)

93	Oct. R Prem.	11.375
90	Oct. R Prem.	(3)11.375-11.75
88	Oct. R Prem.	(2)11.375-11.75
86	Oct. R Prem.	11.375-11.5
84	Oct. R Reg.	10.375
82	Oct. R Reg.	(3)10.375-10.75
80	Oct. R Reg.	(2)10.375-10.625
60	Oct. M & below	9.625-10

MIDWEST (Group 3 basis)

93	Oct. R Prem.	11.375
90	Oct. R Prem.	(2)11.375-11.875
88	Oct. R Prem.	11.25
84	Oct. R Reg.	10.375(2)
82	Oct. R Reg.	(2)10.375-10.875
60	Oct. M & below	(2)9.75-9.875

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

93	Oct. R Prem.	12.75-13.25
90	Oct. R Prem.	....
88	Oct. R Prem.	(3)12-12.75
84	Oct. R Reg.	11.25-11.5
82	Oct. R Reg.	(2)10.75-11.7
80	Oct. R Reg.	10.75
60	Oct. M & below	(2)9.75-10.8

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

93	Oct. R Prem.	12.5
90	Oct. R Prem.	12
88	Oct. R Prem.	12(3)
86	Oct. R Prem.	12(3)
84	Oct. R Reg.	11.25
83	Oct. R Reg.	11(2)
80	Oct. R Reg.	11(2)
60	Oct. M & below	10.375-10.5(3)

S. TEX. (Truck inspt.)

93	Oct. R Prem.	12
90	Oct. R Prem.	11.75-12
88	Oct. R Prem.	11.75-12.5
86	Oct. R Prem.	11.5-12.5
84	Oct. R Reg.	10.75
82	Oct. R Reg.	10.5-11(3)
80	Oct. R Reg.	....
60	Oct. M & below	9.875-10.5

CENT. W. TEX. (Truck Transpt.)

93	Oct. R Prem.	12
88	Oct. R Prem.	12
84	Oct. R Reg.	11.25
82	Oct. R Reg.	10.75
80	Oct. R Reg.	....
60	Oct. M & below	9.5-10.5

ARK. (For shipment to Ark. & La.)

86	Oct. R Prem.	11.75
80	Oct. R Reg.	10.75
60	Oct. M & below	9.625

KANSAS (For Kansas destinations only)

90	Oct. R Prem.	11.6
88	Oct. R Prem.	(2)11.6-12.625
86	Oct. R Prem.	(2)11.6-12
82	Oct. R Reg.	10.6(2)
80	Oct. R Reg.	(2)10.6-11.625
60	Oct. M & below	9.6-10.875

WESTERN PENNA.

Bradford-Warren:

86	Oct. R Prem.	13.75-14(2)
83	Oct. R Reg.	(2)12.75-13

Oil City:

86	Oct. R Prem.	13.75-13.9
83	Oct. R Reg.	12.75-12.9(2)

Pittsburgh:

86	Oct. R Prem.	13.9(2)
83	Oct. R Reg.	12.9(3)

CENTRAL MICHIGAN

(FOB Central Michigan refineries)

90	Oct. R Prem.	(2)14-14.5
86	Oct. R Prem.	x(12.5-14.25)
84	Oct. R Reg.	(3)13-13.5
82	Oct. R Reg.	12.25-12.5
Str. run gasoline, excl. Detroit shpt.		(4)10.5-12.125

OHIO—Quotations of S. O. for delivery to Ohio points:

83	Oct. R Reg.	14.0

CALIFORNIA

Los Angeles dist.:

80-82	Oct. M Prem.	12.5-16.5
74-76	Oct. M Reg.	11-14(2)

San Fran. dist.:

80-82	Oct. M Prem.	16.25-17
74-76	Oct. M Reg.	14.25-14.5

San Joaquin Valley dist.:

80-82	Oct. M Prem.	16.25-17
74-76	Oct. M Reg.	14.25-14.5

LUBRICATING OILS

WESTERN PENNA.

Prices are for sales made, or offers reliably reported, to jobbers & compounders only.

VISCOUS NEUTRALS—No. 3 col. Vis. at 70°

F. 200 Vis. (180 at 100°) 420-425 ft.

0 p.t.	31.5
10 p.t.	30.5
15 p.t.	29.5
25 p.t.	(2)28-30

150 Vis. (143 at 100°) 400-405 ft.

0 p.t.	30.5
10 p.t.	29.5
15 p.t.	28.5
25 p.t.	(2)27-29

Bright Stocks.

145-155 vis. at 210°, 540-550 ft., No. 8 col.

10 p.t.	32.5
15 p.t.	31.5
25 p.t.	(3)30-31

CYLINDER STOCKS:

600 S.R. filter(1)	25(3)
600 S.R.	27(3)
600 S	29(3)
650 S	30(2)

MIDCONTINENT LUBES

FOB Tulsa basis. Bright Stocks, vis. at 210° Neutrals, vis. at 100°, 0-10 p.p.

Neutral Oils—Conventional

Pale Oils	Col.	
60-85 vis.	2	15.5(2)
86-110 vis.	2	15.5-16
150 vis.	3	16.5-17.5
180 vis.	3	17.5-18
200 vis.	3	17.5-18.5
250 vis.	3	18-19
280 vis.	3	18.5-19.5
300 vis.	3	19-20

Bright Stock—Conventional

200 vis. D:

10-25 p.p.	33

150-160 vis. D:

0-10 p.p.	29-30
10-25 p.p.	29-29.5

120 vis. D:

0-10 p.p.	28-29

Bright Stock—Solvent

150-160 vis. 0-10 p.p. (95 v.i.)	33-36

Neutral Oils—Solvent

170-180 vis. (96 v.i.)	24-26.25
200-210 vis. (96-85 v.i.)	25-26.5
300 vis. (95 v.i.)	26.5-27.5

Cylinder Stocks

600 s.r. (olive green)	23

SOUTH TEXAS (Neutral Oils)

(Vis. at 100° F. FOB refineries for domestic and/or export shipment.)

PALE OILS:

VIS.	COLOR	
100	1½-2½	(2)12-12.5(4)
200	No. 2-3	(2)13-13.5(4)
300	No. 2-3	14(6)
500	No. 2½-3½	15(6)
750	No. 3-4	16(6)
1200	No. 3-4	(2)17-17.5(3)
2000	No. 4	(2)18-19(4)

LUBRICATING OILS for Tank Car Buyers
UNIFORM HIGH QUALITY
DEEP ROCK
DEEP ROCK OIL CORPORATION
610 South Michigan Avenue
Chicago 90, Illinois

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT DEC. 26

(SOUTH TEXAS cont'd.)

RED OILS:

100 No. 5-6	12-12.5(4)
200 No. 5-6	(2)13-13.5(4)
300 No. 5-6	14(6)
500 No. 5-6	15(6)
750 No. 5-6	16(6)
1200 No. 5-6	(2)17-17.5(4)
2000 No. 5-6	(2)18-19(4)

LPG PRICES

(Of refiners, FOB refineries, in cents per gal., tank cars or transport trucks)

District	Commercial Propane	Industrial Propane	Commercial Butane	Industrial Butane
N. Y. Harbor	8(2)	8(2)	....	....
Philadelphia	....	....	....	....
Baltimore	....	....	....	....
Hastings	....	....	....	....

KEROSINE, GAS & FUEL OILS

OKLAHOMA (Group 3)

41-43 w.w.	x(3)9.25-9.625x
42-44 w.w.	x(3)9.25-9.625x
Range oil	x9.125-9.25(2)
58 & above D.I. diesel	8.9-9.375(2)
No. 1 p.w.	(3)9-9.375x
No. 1 straw	9-9.375x
No. 2 straw	(3)8.375-8.75(2)
No. 3	x8.25-8.375x
No. 6	(1)$1.75-2.00

MIDWESTERN (Group 3 basis)

41-43 w.w.	(3)9.25-9.375
42-44 w.w.	(1)9.25-9.75x
Range oil	9.125
58 & above D.I. diesel	8.9-9.75x
No. 1 p.w.	(1)9-9.25
No. 2 straw	(3)8.375-8.625(2)
No. 6	$1.75(4)

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	8.75-9.5(2)
42-44 w.w.	9-10x
58 D.I.	8.25-10x
No. 2 straw	x
No. 6 fuel	$1.75

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	....
42-44 w.w.	x9.25-10.5
58 & above D.I. diesel	9.5
No. 1 straw	9.25(2)
No. 2 straw	8.5-9.25
No. 6 fuel	$1.65-1.80

E. TEX. (Truck trnspt.)

41-43 w.w.	9-9.25(2)
42-44 w.w.	(2)9-9.5
58 & above D.I. diesel	8.25-9.25
No. 1 fuel	9.125
No. 2 fuel	8.5
No. 6	(2)$1.70-1.85

CENT. W. TEX. (Truck trnspt.)

41-43 w.w.	9-9.5
58 & above D.I. diesel	8.75-9.25
U.G.I. gas oil	8.5
No. 1 fuel	9.25
No. 2 fuel	8-9
No. 5 fuel	....
No. 6 fuel	$1.75-2.00

KANSAS (For Kansas destinations only)

42-44 w.w.	x(2)9.25-10.25
58 & above Diesel	8.25-9.625(2)
No. 1 fuel	x9.2-10.25
No. 2 fuel	x(2)8.6-9.625
No. 4 fuel	....
No. 5 fuel	$2.325-2.40
No. 6 fuel	(2)$1.75-2.00(2)

ARK. (For shipment to Ark., La.)

42-44 w.w.	9.375
Tractor fuel	9.3
Diesel fuel 52 & below	9
Diesel fuel 58 & above	9.375
No. 2 fuel	8.5
No. 3 fuel	8.125
No. 4 fuel	$2.35
No. 5 fuel	$2.15
No. 6 fuel	$2.00

WESTERN PENNA.
Bradford-Warren:

Kerosine	11(1)
No. 1 fuel	....
No. 2 fuel	10.25-10.75
No. 3 fuel	10.25
36-40 gravity	10

Oil City:

Kerosine	(2)11-11.5
No. 1 fuel	(2)10.75-11
No. 2 fuel	(2)10.5-10.75
No. 3 fuel	10.5
36-40 fuel	10.5

Pittsburgh:

Kerosine	11.625-11.75
No. 1 fuel	11.125-11.625
No. 2 fuel	11-11.375
No. 3 fuel	....
36-40 fuel	10.5-11

CENTRAL MICHIGAN

(FOB Central Michigan refineries.)

Range oil	11.55-12.50
40-43 w.w. kero.	11.50-12.50
F.W. distillate	(2)11.5-12.2
No. 2 light straw	10.9-11.55
No. 3 straw	10.8-11.25
U.G.I. gas oil	(3)8.5-10
No. 5 fuel	7.75-8.8
No. 6 fuel	7.5-8.55

OHIO—Quotations of S.O. Ohio for delivery to Ohio points:

Kerosine	11.9
No. 1 Fuel	11.7
No. 2 Fuel	10.7
Diesel (Light & Med.)	11.7

CALIFORNIA

San Joaquin Valley:

40-43 w.w.	12.6-13
Heavy fuel (PS 400)	$1.95-2.05
Light fuel (PS 300)	$2.25(2)
Diesel fuel (PS 200)	10.4-11.5
Stove dist. (PS 100)	11.9-13

Los Angeles:

40-43 w.w.	(2)12-12.5
Heavy fuel (PS 400)	$1.70-2.00
Light fuel (PS 300)	(2)$2.05-2.20(2)
Diesel fuel (PS 200)	7.5-11.2
Stove dist. (PS 100)	8.5-12.7

San Francisco:

40-43 w.w.	12.5-13
Heavy fuel (PS 400)	$1.95-2.05
Light fuel (PS 300)	2.25(2)
Diesel fuel (PS 200)	10.4-11.5
Stove dist. (PS 100)	11.9-13

Natural Gasoline

(Group 3 & Breckenridge prices are to blenders on freight Basis shown below. Shipments may originate in any Mid-Continent manufacturing district.)

FOB GROUP 3

Grade 26-70 .... 6.875(Gale)

FOB BRECKENRIDGE

Grade 26-70 .... 6.375(Gale)

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Marketer of Petroleum Products
NEW ENGLAND PETROLEUM CORPORATION
New York Boston

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT DEC. 26

CHICAGO DISTRICT PRICES

Prices to jobbers & distributors in tank car and/or truck transport lots FOB refineries, pipe line terminals and inland waterway barge terminals.

Motor Gasoline

90 Oct. R Prem.	13.5-14(3)
88 Oct. R Prem.	(2)13.5-13.75(2)
84 Oct. R Reg.	13(2)
82 Oct. R Reg.	(2)12.625-12.75(2)

Light Fuel Oils

Range oil	x(2)11.5-12x
No. 2 Fuel	x10.875-11.325x

Heavy Fuel Oils

No. 5, low sulfur	8.3-9x
No. 5, high sulfur	x(3)8.25-8.4x
No. 6, low sulfur	7.35-8x
No. 6, high sulfur	7.1-8x

WAX

WESTERN PENNA. (T.C., in Bulk)

White Crude Scale:

122-124 A.m.p.	x6.5-7
124-126 A.m.p.	x(3)6.5-7

SEABOARD

Melting points are AMP, 3° higher than SMP. Prices are for carload lots; domestic prices are FOB refinery; scale in bags or bbls.; fully refined, slabs loose. Export prices are FAS; scale in bags or bbls., fully refined in bags or cartons.

Crude Scale	N. Y. Domestic	N. Y. Export
124-6 wh.	7.5(2)	7-7.5
Fully Refined:		
123-5	6.95-7.45	
125-7	6.95-7.45(2)	7.65-8.15(2)
128-30	6.95-7.45(2)	7.65-8.15(2)
130-32		7.7-8.25
133-5	7.05-7.55(2)	7.75-8.25
135-7	7.2-7.7	7.8-8.4
138-40	7.55-8.05(2)	8.15-8.75(2)
143-5	8.3(2)	8.3-9(2)
149-51	9.55	11.25

NAPHTHAS AND SOLVENTS

(FOB Group 3)

Stoddard solvent	11.375(3)
Cleaners naphtha	11.875(2)
V.M.&P. naphtha	11.875(4)
Mineral Spirits	10.875(4)
Rubber solvent	11.875(3)
Lacquer diluent	(2)12.125-12.625
Benzol diluent	(2)13.125-13.625

WESTERN PENNA.

Oil City:

Stoddard solvent	14

Pittsburgh:

Stoddard solvent	15(3)

OHIO—Quotations of S.O. Ohio for delivery to Ohio points:

VM&P Naphtha	17.0
Mineral Spirits & Stoddard Solvent	16.0
Rubber Solvent	14.875

E. TEXAS (Truck Trnspt.)

Stoddard Solvent	11.25

CENT. W. TEX. (Truck Trnspt.)

Stoddard Solvent	10.5

KANSAS (For Kan. Dest'n. only)

Stoddard Solvent	11.75

ATLANTIC COAST

	V.M.&P. Naphtha	Mineral Spirits
New York Harbor	17(4)	16(5)
Philadelphia	(3)16.5-17	(4)15.5-16
Baltimore		15.5(3)
Boston	17.5(4)	16.5(5)
Providence		16.5(4)

ATLANTIC & GULF COASTS

Prices are of refiners, FOB their refineries & tanker terminals, and of tanker terminal operators, FOB their terminals. Ships' bunkers prices are exclusive of lightetage.

District	93 Oct. R Prem. Gasoline	90 Oct. R Prem. Gasoline	86 Oct. R Reg. Gasoline	83 Oct. R Reg. Gasoline	Kerosine-No. 1 Fuel
N. Y. Harbor	14.75-15	(2)13.85-14.35	(3)12.85-13.6	....	(18)10.1-10.2(2)
do barges	14.65-14.9	(2)13.75-14.25	(2)12-13.4	....	10(19)
Albany	14.95-15.2(3)	14.95-15.2(2)	13.7(7)	....	10.4(9)
Baltimore	(2)13.1-15(2)	13.1-14.05	(4)12.1-13.5(2)	....	10.3(10)
do barges	13	13	12	....	10.2(4)
Baton Rouge	....	....	....	11.1	9.7
do barges	....	....	....	11	....
Boston	14.95-15.7	14.95-15.2(3)	13.7(8)	12.7	10.3(14)
Charleston	13.3-14.475	13.3(2)	(2)12.3-12.475	....	10.4(5)
Corpus Christi	12.5-13.5	12.5	11.5(2)	....	....
Houston	x12.25-13.3	x12.25	(2)11.25-11.5	....	9.25-10.25
do barges	x12.25-13.3	11.5-12	x11.25-11.5	....	9-9.25
Jacksonville	13.6(2)	13.3-13.6(4)	12.5-12.6(8)	....	x11.1*
Miami	13.6	13.6(2)	12.6(2)	....	11.1(3)
Mobile	13.4(2)	13.4	12.4(3)	....	x10.4(4)*
New Haven	15(2)	15	14.5(3)	....	10.3(9)
New Orleans	12.6	12	11.6	11.25-11.3	9.7-10.15
do barges	12.6	12	11.6	11.2-11.25	9.7-9.95
Norfolk	12.9-14.6x	12.9-13.2	11.9-12.6x	....	10.5(7)
Pensacola	....	13.4	12.4	....	x10.4(2)*
Philadelphia	15.15-15.2	15.15	(2)13.7-13.9	....	10.2(10)
do barges	15.05	15.05	13.6-13.8	....	10.1(10)
Pt. Everglades	13.6	13.6(3)	12.6(4)	....	x11.1(5)*
Portland	15.05-15.3(2)	14.8-15.3	13.8(4)	....	10.4(9)
Providence	14.95-15.2(2)	14.7-15.2	13.7(5)	....	10.3(9)
Savannah	13.6(2)	(2)13.3-13.6	(2)12.3-12.6(5)	....	x11.1(7)*
Tampa	13.4(2)	13.3-13.4(2)	12.3-12.4(5)	....	x10.9(7)*
Wilmington, N. C.	13.15-14.55(2)	13.15-13.2	12.15-12.55(2)	12.15	10.5(7)

	No. 2 Fuel	Gas House Gas Oil	No. 5 Fuel (9-10 p.t.)	No. 5 Fuel (15-60 p.t.)	Diesel Oil Shore Plants (50 cet., 55 d.t.)	Light Diesel Ships' Bunkers (45 cet., 45 d.t.)
N.Y. Harbor	(18)9.1-9.2	9.2-9.6	(12)$2.93-3.26	$2.57	(6)9.5-9.6(2)	$3.09(5)
do barges	(18)9-9.25	9.5	(12)2.99-3.16	2.54	....	....
Albany	9.4(12)	9.8	3.45	....	9.8(4)	....
Baltimore	9.2(10)	9.3	2.93(2)	2.57	9.6(5)	3.99(4)
do barges	9.1(5)	....	2.90(2)	2.54	....	....
Baton Rouge	8.4	8.8	....	2.22	8.8	3.49
do barges	....	....	....	2.19	....	....
Boston	9.5(14)	9.7	....	2.95(6)	9.7(5)	3.94(3)
Charleston	9.4(5)	....	....	2.52(2)	9.5(2)	3.90(2)
Houston	8.625-9	....	....	....	(2)8.5-9	3.49(6)
do barges	8(2)	....	2.35	....	....	....
Jacksonville	x10.1(8)*	....	....	....	x10.1(6)*	4.242(5)
Miami	10.1	....	....	....	10.1(2)	4.242(2)
Mobile	9.5(2)	....	....	....	9.5	....
New Haven	9.3(10)	....	2.94	....	9.7(5)	....
New Orleans	8.5-8.7(3)	....	....	....	8.7-9.1(2)	3.49(3)
do barges	8.7	....	....	....	....	....
Norfolk	(5)9.2-9.4	9.6	2.93	2.57(2)	9.6(4)	3.90(3)
Pensacola	9.5	....	....	....	9.5	....
Philadelphia	9.2(10)	9.3	2.95(4)	2.80(5)	9.6(8)	3.90(5)
do barges	9.1(9)	....	....	....	....	....
Port Everglad	10.1(4)	....	....	....	10.1(5)	4.242(4)
Portland	9.4(9)	9.8	....	....	(3)9.8-11.2	3.82
Providence	9.3(9)	9.7	2.945	2.945(2)	9.7(3)	3.92(2)
Savannah	x10.1(7)*	....	....	2.55	x10.1(5)*	x4.242(4)*
Tampa	x10(5)*	....	....	....	x10(6)*	4.20(5)
Wilm'tn, N.C.	9.4(7)	9.4	....	....	9.5(2)	3.90(3)

* Correct for Dec. 18 also; shown incorrectly in Dec. 20 NPN

	No. 6 Fuel No Sulfur Guarantee	No. 6 Fuel No Sulfur Guarantee Barges	No. 6 Fuel Max. 1% Sulfur	No. 6 Fuel Max. 1% Sulfur Barges	Bunker C Fuel Ships' Bunkers	Heavy Diesel Ships' Bunkers
N. Y. Harbor	(12)$2.15-2.25	(13)$2.15-2.25	2.30(2)	2.30(2)	$2.15(11)	$3.39(3)
Albany	2.50	....	....	....	....	....
Baltimore	2.18(6)	2.15(4)	2.33	2.30	2.15(4)	3.57
Baton Rouge	1.88	1.85	....	....	1.85(2)	3.24
Boston	2.20(9)	2.20(5)	....	....	2.20(5)	....
Charleston	2.13(2)	2.10(3)	....	....	2.10(3)	....
Corpus Christi	1.85	1.85	....	....	1.85(3)x	3.15
Houston	(4)1.85-1.90	1.85(7)	....	....	1.85(11)	3.24(5)
Jacksonville	2.12(6)	2.09(6)	....	....	2.09(6)	....
Miami	2.08	2.06(2)	....	....	2.05(3)	....
Mobile	1.98	1.95	....	....	1.95	....
New Haven	2.15(3)	2.15	....	....	2.15(2)	....
New Orleans	1.88(3)	1.85(3)	....	....	1.85(4)	3.24(2)
Norfolk	2.18(3)	2.15(4)	....	....	2.15(4)	....
Pensacola	....	2.10	....	....	2.10	....
Philadelphia	2.18(8)	2.15(8)	2.33(4)	2.30(4)	2.15(7)	3.57(2)
Port Everglades	2.08(2)	2.05(2)	....	....	2.05(3)	....
Portland	2.23(2)	2.20	....	....	2.20	....
Providence	2.175(8)	2.175(2)	2.355	2.325	2.175(3)	....
Savannah	2.13(4)	2.10(4)	....	....	2.10(5)	....
Tampa	2.02(5)	1.99(5)	....	....	1.99(5)	....
Wilm'tn, N. C.	....	....	....	....	....	....

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings, where used, are indicated by the letter "M".

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT DEC. 26

GULF COAST—CARGOES, DOMESTIC & EXPORT, ALL PORTS

Cargo prices are FOB ship at Gulf, minimum of 20,000 bbls., and are by refiners only to other refiners, export agents, or tanker terminal operators. The figure in parentheses after each price indicates the number of companies quoting that price.

Aviation Gasoline

Grade 115/145 (MIL-F-5572)	17.25-17.75
Grade 100/130 (MIL-F-5572)	16(2)-16.75
Grade 91/98 (MIL-F-5572)	14.5-15.75
Grade 80 (MIL-F-5572)	14.5-14.75

Motor Gasoline

93 Oct. R (Premium)	12-12.25(3)
90 Oct. R (Premium)	11.5-11.75-12(2)
86 Oct. R (Regular)	11(3)-11.25-11.5
83 Oct. R (Regular)	10.75-11-11.25
78 Oct. R	10.5-11
70-72 Oct. M Leaded	10-10.25-10.5-10.75

Kerosine & Light Fuels

41-43 kerosine	8.5(2)-9(4)
No. 2 Fuel	7.5-8(5)-8.125

Diesel & Gas Oils

43-47 Diesel index	8-8.25(2)
48-52 Diesel index	8.125-8.375(2)
53-57 Diesel index	8.25-8.5(2)

Heavy Fuels

No. 5 Fuel, 0-10 p.t.	$2.35(2)-$2.50
Bunker C Fuel	$1.75(2)-$1.85(3)-$1.90

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings where used, are indicated by the letter "M".

MEXICAN BUNKER PRICES

	Mexican Gulf Ports U.S. Dollars per Bbl. Bunker C (Ships' Bunkers)	Diesel (Ships' Bunkers)
Tampico	x$1.95	$3.75
Veracruz	x$1.95	
Minatitlan	x$1.95	3.75
Pacific Coast		
Guaymas	$2.50	$3.95
Manzanillo	2.50	3.66
Salina Cruz	2.50	3.50

MIDDLE EAST CRUDE PRICES

Posted Export Prices of Socony-Vacuum Oil Co., Inc.

(Prices are per bbl. of 42 U. S. gals., exclusive of local port or other governmental charges, sales taxes, etc., if any; FOB point indicated, for gravities shown; 2c per bbl. differential per degree of gravity applies for gravities below and above those shown.)

Type of Crude	Price per bbl.	FOB Point	API Gravity	Effective Date
Arabian	$1.75	Ras Tanura, Saudi Arabia	36-36.9	Nov. 1, 1950
Qatar	$1.77	Umm Said, Qatar	37-37.9	Nov. 1, 1950
Arabian	$2.41	Sidon, Lebanon	36-36.9	Dec. 1, 1950
Iraq	$2.41	Tripoli, Lebanon	36-36.9	Oct. 2, 1950

AVIATION GASOLINE & JET PROPULSION FUELS

(Prices are for tank cars, barge or truck transport lots; aviation gasolines meet Specification MIL-F-5572, unless otherwise noted; jet fuel meets MIL-F-5616).

District	Aviation Gasoline Grade 100-130	Grade 91-98	Grade 80	Jet Fuel (JP-1)
New York, N. Y.	17.6-18.6	16.1-17.2	15.6-16.2	----
Boston, Mass.	18.2	16.7	15.95	----
Portland, Me.	----	----	----	----
Phila., Pa.	----	----	----	----
Baltimore, Md.	17.96	16.46	15.85	----
Norfolk, Va.	17.85	16.35	15.6	----
Charleston, S. C.	18	16.5	15.75	----
New Orleans, La. (Baton Rouge)	17	15.5	14.75	----
Houston, Tex.	16.5-17.25	15-15.75	14.5-15	----

LAKE PORT TERMINALS

	Buffalo	Cleveland	Detroit	Toledo
89 Oct. R (Prem.)	16(3)	----	----	----
86 Oct. R (Reg.)	14.5(3)	----	----	----
Kerosine	11-11.5(2)	----	----	11
Diesel Fuels	11(2)	----	10.35-10.85	10.25
No. 1 Fuel	----	----	11.35-11.7(2)	10.6-11.1
No. 2 Fuel	10.5(2)	----	10.35-10.95(2)	9.6-10.1
No. 5 Fuel	----	9.25	8.35-8.65(3)	8.25(3)
No. 6 Fuel	8.52(2)	8.85	8.1-8.4(3)	8(3)

PETROLATUMS

WESTERN PENNA.

(Bbls., carloads; tank car, 1 to 1.5c less.)

Snow White	7.5-8.625
Lily White	7-8.125
Cream White	6.625-7.875
Light Amber	5.375-5.625(3)
Amber	5.125-5.375(3)
Red	5-5.375(2)

PACIFIC COAST

(In Ships' Bunkers, Diesel Fuel or Deep Tank Lots)	(F.S. 200)	Bunker C Fuel (F.S. 400)
San Pedro, Calif.	$3.41(4)	(3)$1.70-1.85
San Francisco	3.65(4)	(3)$1.75-1.90
Portland, Ore.	3.96(4)	(3)$2.00-2.15
Seattle, Wash.	3.96(4)	(3)$2.00-2.15

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Tank Wagon Prices

Prices for gasoline do not include taxes; they do, however, include inspection fees as shown in next column. Gasoline taxes, shown in separate column, include 1.5c federal, and state taxes; also city and county taxes as indicated in footnotes. Kerosine tank wagon prices also do not include taxes; kerosine taxes where levied are indicated in footnotes. Discounts, if any, are shown in footnotes. These prices in effect Dec. 26, 1956, as posted by principal marketing companies at their headquarters offices, but subject to later correction.

Inspection fees per gal., included in both gasoline and kerosine prices, unless otherwise specified, are as follows:

Ala. 1/40c on gasoline; Ark. 1/20c; Fla. 1/8c; Ill. 3/100c; Ind. 2/25c; Kans. 1/100c; La. 1/32c; Minn. 5/200c; Mo. 1/25c; Neb. 2/100c; Nev. 1/20c; N. C. 1/4c; N. D. 1/20c; Okla. 2/25c; S. C. 1/8c; S. D. 1/40c; Tenn. 2/5c; and Wisc. 3/100c.

Kerosine inspection fees only: Ala. 1/2c; Iowa 1/50c; Mich. 1/5c.

ATLANTIC REFINING

	Atlantic White Flash (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Philadelphia, Pa.	14.7	6.5	13.4
Pittsburgh	15.9	6.5	14.55
Allentown	15.3	6.5	14.0
Erie	15.8	6.5	14.55
Scranton	15.6	6.5	14.3
Altoona	15.6	6.5	14.55
Emporium	15.6	6.5	....
Indiana	15.6	6.5	....
Uniontown	15.6	6.5	14.55
Harrisburg	15.3	6.5	14.0
Williamsport	15.6	6.5	14.3
Dover, Del.	14.7	6.5	13.4
Wilmington	14.7	6.5	13.4
Boston, Mass.	14.9	4.5	....
Springfield	15.6	4.5	....
Worcester	15.1	4.5	....
Fall River	14.9	4.5	....
Hartford, Conn.	15.1	5.5	....
New Haven	14.8	5.5	....
Providence, R. I.	14.9	5.5	....
Atlantic City, N. J.	14.6	4.5	13.2
Camden	14.6	4.5	13.2
Trenton	14.6	4.5	14.2
Baltimore, Md.	14.5	6.5	....
Hagerstown	15.3	6.5	....
Richmond, Va.	14.5	7.5	14.0
Wilmington, N. C.	14.8	8.5	....
Brunswick, Ga.	15.9	8.5	....
Jacksonville, Fla.	15.2	8.5	....

	Mineral Spirits T.W.	V.M.&P. T.W.
Philadelphia, Pa.	16.5	18.0
Pittsburgh, Pa.	20.0	21.0

	Fuel Oils—T.W. 1	2	5	6
Phila., Pa.	13.4	12.2	7.77	6.19
Pittsburgh		13.15	....	....
Allentown	14.0	12.8	....	....
Erie		13.15	....	....
Scranton		13.1	....	....
Altoona		13.15	....	....
Emporium		13.15	....	....
Indiana		13.15	....	....
Uniontown		13.15	....	....
Harrisburg		12.8	....	....
Williamsport		13.1	....	....
Wilmington, Del.	13.4	12.3	....	....
Dover	13.4	12.3	....	....
Springfield, Mass.		13.3	....	....
Worcester		12.8	....	....
Hartford, Conn.		12.8	....	....

Notes:

Kerosine—Thru Penna. & Del., add 2c per gal. for t.w. deliveries of less than 25 gals. at one time. Atlantic City & Camden, N. J.—Add 1c for deliveries for 100-299 gallons; 2c for deliveries of less than 100 gallons.

Gasoline T.W. prices are to dealers & consumers; kerosine T.W. prices to consumers.

Mineral Spirits prices also apply to Stoddard Solvent.

IMPERIAL OIL

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Hamilton, Ont.	22.3	11.0	23.0
Toronto	22.3	11.0	23.0
Brandon, Man.	27.1	9.0	27.8
Winnipeg	25.7	9.0	26.4
Regina, Sask.	22.3	10.0	22.9
Saskatoon	25.8	10.0	26.5
Edmonton, Alta.	20.7	9.0	21.4
Calgary	21.3	9.0	22.0
Vancouver, B. C.	21.2	10.0	23.5
Montreal, Que.	22.6	13.0	23.3
St. John, N. B.	20.6	13.0	22.3
Halifax, N. S.	20.6	13.0	22.3
St. John's, Nfld.	24.1*	14.0	24.1

(*) Price is for Esso Extra (premium).

Taxes:

Gasoline taxes are provincial taxes.

Notes:

Prices are per imperial gal. which is 1.2 U. S. gals.—T.W. prices are to divided & undivided dealers.

HUMBLE OIL

	Humble Gasoline Regular T.W.	Regular Retail	Gasoline Taxes	Kerosine Tank Wagon	Kerosine Retail
Dallas, Tex.	14.0	19.0	5.5	12.8	17.0
Ft. Worth	14.0	19.0	5.5	12.8	17.0
Houston	14.0	19.0	5.5	12.8	17.0
San Antonio	14.0	19.0	5.5	12.8	17.0

Notes:

T.W. prices are to all classes of dealers and consumers.

CALIFORNIA STANDARD

	CHEVRON (Regular) T.T. 400 gals. & over Av. 80/87 T.T.	Gasoline Taxes
San Fran., Cal.	14.5	18.0	6.0
Los Angeles	14.0	17.5	6.0
Fresno	15.7	19.2	6.0
Phoenix, Ariz.	17.3	20.8	6.5
Reno, Nev.	17.0	20.5	7.0
Portland, Ore.	15.0	18.5	7.5
Seattle, Wash.	15.0	18.5	8.0
Spokane	17.8	21.3	8.0
Tacoma	15.0	18.5	8.0
Boise, Idaho	18.3	23.0	7.5
Salt Lake, U.	16.4	19.4	5.5
Honolulu, T. H.	15.3	18.8	7.5
Fairbanks, Alaska	27.1	30.6	3.5
Juneau	16.3	19.8	3.5

	Kerosine T.T. 40/199 gals.	Standard Diesel Furnace Oil T.T. (400 gals. or more)	Standard Stove Oil T.T.
San Fran., Cal.	18.5	10.9	12.4
Los Angeles	18.0	10.4	11.9
Fresno	19.8	11.8	13.3
Phoenix, Ariz.	21.3	13.8	15.3
Reno, Nev.	21.0	13.8	15.3
Portland, Oreg.	20.5	11.5	....
Seattle, Wash.	20.5	11.5	....
Spokane	24.3	14.8	16.3
Tacoma	20.5	11.5	13.0
Boise, Idaho	28.7	15.9	17.4
Salt Lake, U.	16.5	14.0	14.5
Honolulu, T. H.	19.3	11.4	....
Fairbanks, Alaska	37.1	....	....
Juneau	21.8	....	....

Taxes:

Boise—7.5c gas tax applies to motor fuel only; avgas taxes are 1.5c federal, 2.5c state.

Honolulu—7.5c gas tax applies to motor fuel only; avgas taxes are 1.5c federal, 4c territorial. Standard Diesel/furnace oil price is ex 1c territorial liquid fuels tax. All T.T. prices are ex Hawaiian gross income tax of 1% to resellers, 2.5% to consumers.

Notes:

Gasoline—Prices for Chevron Supreme (Premium) are 2c higher than Chevron (Regular), except Salt Lake City which is 1.5c higher than Chevron (Regular). For other deliveries of Chevron (Regular) and Chevron Aviation 80/87 add to 400 gals. & over price 1c for 40-199 gals.; 0.5c for 200-399 gals. Prices for Chevron Aviation 91/98 are 2c above Chevron Aviation 80/87; for Chevron Aviation 100/130, 5c above Chevron 80/87; for Chevron Aviation 115/145, 8c above Chevron Aviation 80/87. For deliveries of motor gasolines and aviation gasolines of less than 40 gals., add 4c to 400 gals. & over price, except Chevron Supreme (Premium): add 4.5c and at Honolulu: under 40 gals. marine and 100 gals. shoreside, add 4.5c, except Chevron Supreme (Premium) add 5c.

Kerosine—T.T. prices, except at Salt Lake City, apply to deliveries of 40-199 gals. For other deliveries: less than 40 gals., add 4c; 200-399 gals., deduct 3c; 400 gals. & over, deduct 4c; tank car-truck trailer, deduct 5.5c. Salt Lake City posted tank truck price is for minimum 40 gal. deliveries.

Standard Diesel/Furnace Oil & Standard Stove Oil—T.T. prices are for deliveries of 400 gals. or more, except at Salt Lake City. For other deliveries: 40-199 gals., add 1c; 200-399 gals., add 0.5c; less than 40 gals., add 5c. Salt Lake t.t. prices apply for any quantity.

TEXAS CO.

	Fire-Chief Gasoline (Regular Grade) Dealer T.W.	Gasoline Taxes	Kerosine Dealer T.W.
Dallas, Tex.	14.0	5.5	12.80
Fort Worth	14.0	5.5	12.80
Wichita Falls	14.0	5.5	12.80
Amarillo	14.0	5.5	12.80
Tyler	14.0	5.5	12.80
El Paso	15.5	5.5	13.85
San Angelo	14.0	5.5	12.80
Waco	14.0	5.5	12.80
Austin	14.0	5.5	12.80
Houston	14.0	5.5	12.80
San Antonio	14.0	5.5	12.80
Port Arthur	14.0	5.5	12.80

Notes:

Dealer t.w. prices apply also to all classes of consumers with minimum delivery of 50 gals.

ESSO STANDARD

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Atlantic City, N. J.	14.6	4.5	13.2
Newark	14.6	4.5	13.1
Baltimore, Md.	14.5	6.5	13.1
Cumberland	15.7	6.5	14.5
Washington, D. C.	14.9	5.5	13.5
Danville, Va.	15.4	7.5	14.2
Petersburg	15.0	7.5	14.3
Norfolk	14.1	7.5	13.6
Richmond	14.5	7.5	14.0
Roanoke	16.3	7.5	15.1
Charleston, W. Va.	16.1	6.5	15.2
Fairmont	16.1	6.5	15.5
Parkersburg	16.0	6.5	14.5
Wheeling	16.0	6.5	14.4
Charlotte, N. C.	15.6	8.5	13.9
Hickory	16.0	8.5	14.1
Mt. Airy	16.2	8.5	14.4
Raleigh	16.1	8.5	14.6
Salisbury	15.3	8.5	13.7
Charleston, S. C.	14.6	8.5	....
Columbia	16.0	8.5	....
Spartanburg	15.1	8.5	....
New Orleans, La.	13.3	10.5	12.8
Baton Rouge	13.7	10.5	12.5
Alexandria	15.1	10.5	13.7
Lake Charles	13.8	10.5	13.1
Shreveport	15.4	10.5	13.5
New Iberia	13.9	10.5	13.1
Knoxville, Tenn.	15.3	8.5	13.7
Memphis	15.0	8.5	13.5
Chattanooga	15.2	8.5	13.6
Nashville	15.5	8.5	14.0
Little Rock, Ark.	15.9	8.0	14.0

	Mineral Spirits T.W.	V.M.&P. T.W.
Newark, N. J.	17.0	18.5
Baltimore, Md.	19.5	....
Washington, D. C.	19.5	....

	FUEL OILS—T.W. No. 1	No. 2	No. 4	No. 6
Atlantic City, N.J.	13.2	12.2	....	....
Newark, N. J.	13.1	12.1	$3.354	$2.706
Baltimore, Md.	13.1	12.2	3.11	2.64
Washington, D. C.	13.5	12.6	3.27	2.59
Norfolk, Va.	13.6	12.2	....	....
Danville	..	12.8	....	....
Petersburg	14.3	12.9	....	....
Richmond	14.0	12.6	....	....
Roanoke	..	13.7	....	....
Charlotte, N. C.	13.9	12.6	....	....
Hickory	14.1	12.9	....	....
Raleigh	14.6	13.6	....	....
Charleston, S. C.	....	12.4	....	....
Columbia	....	13.2	....	....
Spartanburg	....	12.4	....	....

Taxes: Louisiana kerosine prices do not include 1c state tax.

Notes:

Naphtha—Newark t.w. prices are for deliveries of 200 gals. or more; less than 200 gals., 0.5c over posted t.w. prices; steel barrel deliveries, 6c over posted t.w. prices. Baltimore & Washington prices are for t.w. deliveries of 25-99 gals., no discounts.

Kerosine & No. 1—Atlantic City prices are for deliveries of 300 gals. or more; for deliveries of 100-299 gals., add 1c to prices shown; for deliveries of less than 100 gals., add 2c to prices shown.

CONT'L OIL

(N. B. Prices are Continental's tankwagon prices. Current selling prices may vary from those shown because of local conditions.)

	Conoco Demand N-tane (regular) Tank	(3rd Grade) Wagon	Gasoline Taxes	Kerosine T.W.
Denver, Colo.	14.8	13.8	7.5	14.7
Grand Junc.	17.2	16.2	7.5	17.1
Pueblo	15.6	14.6	7.5	15.5
Casper, Wyo.	15.7	14.7	6.5	15.0
Cheyenne	15.7	14.7	6.5	15.0
Billings, Mont.	17.0	....	7.5	16.5
Butte	18.0	....	7.5	18.2
Great Falls	17.0	....	7.5	18.2
Helena	17.5	....	7.5	18.2
Salt Lake, U.	16.4	....	5.5	16.5
Twin Falls, Ida.	19.1	18.1	7.5	18.2
Albuquer., N.M.	16.0	15.0	9.0	14.9
Roswell	15.3	14.3	9.0	14.2
Santa Fe	16.3	....	9.5	15.2
Muskogee, Okla.	13.7	12.7	8.0	12.4
Oklahoma City	13.5	12.5	8.0	12.6
Tulsa	13.0	12.0	8.0	11.8

Taxes:

Gasoline tax column includes these city taxes: Albuquerque & Roswell, 0.5c; Santa Fe, 1c; Cheyenne, 1c; Casper, 1c.

Notes:

T.W. prices are to consumers and dealers.

Tank Wagon Price (Continued)

SOCONY VACUUM

	Gasoline Taxes	Mobilgas Aircraft Grade 80 T.W.	Mobilgas Aircraft Grade 91 T.W.	Mobilgas Aircraft Grade 100 T.W.	Mobilgas (Regular Grade) T.C.	Mobilgas (Regular Grade) T.W.	Mobil Kerosine T.C.	Mobil Kerosine Yard	Mobil Kerosine T.W.	Mobilfuel Diesel T.C.	Mobilfuel Diesel T.W.	MOBILHEAT (No. 2 Fuel) T.C.	MOBILHEAT (No. 2 Fuel) Yard	MOBILHEAT (No. 2 Fuel) T.W.	S/V No. 4 Fuel T.W.	S/V No. 6 Fuel T.W.
New York City:																
Mann.	5.5	....	....	....	....	14.7	....	....	13.6	....	12.8	....	....	12.4	9.98	5.86
Bronx	5.5	....	....	....	....	14.7	....	10.8	13.8	....	12.8	....	9.6	12.5	9.98	5.86
Kings	5.5	....	....	....	....	14.7	10.2	10.6	13.6	9.6	12.8	9.3	9.5	12.4	9.98	5.86
Queens	5.5	....	....	....	....	14.7	....	....	13.6	....	12.8	....	....	12.4	9.98	5.86
Richmond	5.5	....	....	....	....	14.7	10.1	10.4	13.4	....	12.5	9.1	9.4	12.1	9.98	5.86
Albany, N. Y.	5.5	21.5	22.5	25.0	13.7	14.7	10.4	10.6	....	9.8	12.6	9.4	9.6	12.2	8.71	6.48
Binghamton	5.5	....	....	....	14.7	15.8	11.6	11.8	14.7	11.0	13.8	10.5	10.7	12.3	....	....
Buffalo	5.5	21.0	22.0	24.2	14.5	15.5	11.5	11.7	14.8	11.0	14.1	10.5	10.7	12.6	....	10.05
Jamestown	5.5	....	....	....	14.7	15.8	11.5	11.7	15.0	....	14.0	10.9	11.1	13.5	....	....
Mt. Vernon	5.5	....	....	....	....	15.0	....	10.9	13.9	....	13.1	....	9.7	12.7	10.9	....
Plattsburg	5.5	....	....	....	....	16.1	11.5	11.7	....	....	....	10.6	10.8	13.4	....	....
Rochester	5.5	20.9	21.9	23.9	14.4	15.5	11.5	11.7	14.8	....	13.9	10.5	10.7	13.4	....	....
Syracuse	5.5	....	....	....	14.4	15.4	11.3	11.5	14.6	10.8	13.7	10.3	10.5	13.2	....	....
Bridgeport, Conn.	5.5	....	....	....	....	14.8	10.3	10.3	....	....	....	9.3	9.3	12.3	....	....
Danbury	5.5	....	....	....	....	15.3	....	11.4	....	....	....	....	10.4	12.9	....	....
Hartford	5.5	....	....	....	13.8	15.1	10.7	10.7	....	10.1	13.0	9.7	9.7	12.8	....	....
New Haven	5.5	20.5	....	....	13.5	14.8	10.3	10.3	....	9.7	12.7	9.3	9.3	12.3	....	....
Bangor, Me.	7.5	....	....	....	14.5	16.2	11.1	....	15.1	10.5	13.6	10.1	....	13.2	....	....
Portland	7.5	22.4	23.4	....	12.8	15.0	10.4	....	14.4	9.8	12.9	9.4	....	12.5	....	....
Boston, Mass.	4.5	19.0	20.0	22.0	13.7	14.9	10.3	....	14.4	9.7	12.9	9.3	....	12.5	....	....
Concord, N. H.	5.5	....	....	....	....	16.0	....	....	....	....	13.5	....	....	13.1	....	....
Lancaster	5.5	....	....	....	....	17.4	....	....	16.7	....	14.8	....	....	13.4	....	....
Manchester	5.5	....	....	....	....	15.7	....	....	15.3	....	13.6	....	....	13.2	....	....
Portsmouth	5.5	21.2	22.2	....	14.4	15.3	10.8	....	....	10.2	13.0	9.8	....	12.6	....	....
Providence, R. I.	5.5	19.8	20.8	22.8	13.7	14.9	10.3	10.9	14.2	9.7	12.9	9.3	9.7	12.5	....	....
Burlington, Vt.	6.5	....	....	....	14.6	15.6	11.4	11.6	....	10.9	13.5	10.5	10.5	13.1	....	....
Rutland	6.5	....	....	....	....	16.2	....	12.0	....	....	14.1	....	11.0	13.7	....	....

Tank Wagon Prices	Buffalo	N. Y. City	Rochester	Syracuse	Boston	Hartford	Providence
Mineral Spirits	18.5	17.0	20.0	21.0	18.0	19.0	18.5
V.M.&P. Naphtha	20.5	18.5	21.5	27.5	12.5	20.5	20.5

Taxes: N.Y.C. prices do not include 2% city sales tax applicable to price of gasoline (ex tax).

Discounts:
Mobil Kerosine—Mt. Vernon T.W. less 0.5c for deliveries of 300 gals. or more.
Mobilfuel Diesel—All points, 0.5c for t.w. deliveries of 800 gals. or more.
Mobilheat—Mt. Vernon t.w. less 0.5c for deliveries of 300 gals. or more.

Notes:
Gasoline t.w. prices are to Consumers and Dealers.
Syracuse V.M.&P. price is in steel barrels. Jamestown t.c. prices are delivered prices; all other t.c. prices are FOB bulk terminals.

OHIO STANDARD

	Gasoline Taxes	Aviation Gasoline-Cons. T.W. Sohio Avia. 62 Clear	Esso Avia. 80 Clear	Esso Avia. 91	Esso Avia. 100	Sohio X-Tane Gasoline (Regular-Grade) Consumer T.W.	Re-sellers	S.S.	Naphthas & Solvents—Cons. T.W. S.R. Solvent	D.C. Naphtha	V.M.&P. Naphtha	Varnolene	Sohio Solvent	Kerosine T.W.	No. 1 Sohio-Heat	No. 2 Sohio-Heat
Akron	5.5	20.0	22.0	23.0	26.0	18.2	14.7	18.8	20.0	21.5	21.5	20.5	20.5	13.9*	13.9*	12.9*
Canton	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9*	13.9*	12.9*
Cincinnati	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9	13.9	12.9
Cleveland	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9*	13.9*	12.9*
Columbus	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9*	13.9*	12.9*
Dayton	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9	13.9	12.9
Lima	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9	13.9	12.9
Mansfield	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9	13.9	12.9
Marion	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9	13.9	12.9
Portsmouth	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9	13.9	12.9
Toledo	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9	13.9	12.9
Youngstown	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9*	13.9*	12.9*
Zanesville	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9*	13.9*	12.9*

Taxes: Hangar operators can purchase aviation gasoline less 4c per gal. State Road Tax by supporting purchase with State Tax Exemption Form A-10 to supplier.

Discounts: Esso Aviation—on contract to hangar operators and resellers, 2c off consumer t.w.
Kerosine, Nos. 1 & 2—Prices with asterisk (*) are for t.w. or drum deliveries of 100 gals. or more; less than 100 gals., 0.5c higher. Prices at other points are for t.w. or drum deliveries of 50 gals. or more; less than 50 gals., 0.5c higher.
Naphthas—To contract consumers off t.w. prices (except Lucas County): 300 to 999 gals., 0.5c; 1000 to 2499 gals., 0.75c; 2500 to 4999 gals., 1c; 5000 or more gals., 1.5c. Lucas County: less than 50 gals., tank wagon price, 50 to 249 gals., 0.5c; 250 to 499 gals., 1c; 500 gals. or over 1.5c.

Notes: Renown (third-grade) gasoline prices are same as X-Tane unless otherwise noted. S.S. prices are at company-operated stations.

INDIANA STANDARD

Tank wagon prices listed below were obtained by NPN correspondents who visited Standard of Indiana bulk plants where the company's prices are publicly posted.

	Red Crown (Reg. Grade) Red Cr'n. Cons. T.W.	Red Cr'n. Dir. T.W.	Gasoline Taxes	Kerosine T.W.	Stanolex Furnace Oil 1-99 gals.	100 gals. & over	100-174 gals.	175-399 gals.	400 gals. & over
Chicago, Ill.	17.5	15.5	4.5	15.8	....	....	....	....	....
South Bend, Ind.	18.0	16.5	5.5	16.3	15.0	14.0	....	....	....
Detroit, Mich.	17.4	15.9	4.5	15.2	14.3	13.3	....	....	....
St. Paul, Minn.	17.5	16.0	6.5	16.1	15.0	....	14.1	15.5	13.5
Des Moines, Ia.	16.9	15.4	5.5	14.8	13.7	12.7	....	....	....
St. Louis, Mo.	16.7	15.2	4.5	15.1	13.3	12.3	....	....	....
Wichita, Kans.	14.4	14.0	6.5	13.5	11.7	10.7	....	....	....
Omaha, Nebr.	17.0	15.5	6.5	15.2	13.6	12.6	....	....	....
Fargo, N. D.	18.3	16.8	5.5	16.8	15.1	14.1	....	....	....
Huron, S. D.	18.2	16.7	5.5	16.7	15.0	14.0	....	....	....
Milwaukee, Wisc.	17.6	16.1	5.5	16.0	14.5	13.5	....	....	....

Fuel Oils—T.W.—Chicago, Ill.

	Standard Heater Oil	Stanolex Furnace Oil		xStanolex Fuel A	xStanolex Fuel C
1-99 gals.	15.8	14.8	1-749 gals.	10.65	9.5
100-149 gals.	14.8	....	750 gals. & over	9.9	8.75
150 gals. & over	14.3	....			
150-399 gals.	....	13.8			
400 gals. & over	....	13.3			

Taxes:
St. Louis, Mo. gasoline tax includes 1c city tax. Des Moines, Ia., kerosine and furnace oil prices do not include 4c state tax. State sales, occupation, consumer & use taxes to be added where applicable.

Kentucky Standard

	Crown Net Dealer	Gasoline Taxes	Kerosine T.W.
Covington, Ky.	x14.4	8.5	15.4
Lexington	16.5	8.5	15.1
Louisville	15.2	8.5	14.4
Paducah	15.2	8.5	14.1
Jackson, Miss.	15.7	8.5	14.3
Vicksburg	15.2	8.5	13.8
Birmingham, Ala.	15.7	8.5	14.6
Mobile	15.0	9.5	14.3
Montgomery	15.8	9.5	14.7
Atlanta, Ga.	15.9	8.5	14.3
Augusta	16.4	8.5	15.5
Macon	15.9	8.5	14.4
Savannah	15.2	8.5	14.6
Jacksonville, Fla.	15.2	8.5	14.6
Miami	15.2	8.5	14.6
Pensacola	15.0	9.5	14.0
Tampa	15.0	8.5	14.6

Taxes:
Gasoline tax column includes these city & county taxes: Mobile, 2c city; Birmingham, 1c county; Montgomery, 1c city & 1c county; Pensacola, 1c city. Other taxes not included in prices: Georgia, kerosine, 1c; Montgomery, kerosine 1c; Mississippi, kerosine 0.5c.

Notes:
Consumer t.w. prices are same as net dealer prices.
x Effective Dec. 14.

Prices in $ per bbl. of 42 U. S. gals. at the well, except Canadian crude prices as noted.

Mid-Continent, Texas, New Mexico, Louisiana, Arkansas, Rocky Mountain and Other Fields

SCHEDULE	A	B	C	D	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
Gravity																			
Below 12	....	....	....	....	....	....	....	....	....	1.61	....	....	....	....	....	....	....	....	....
12-12.9	....	....	....	....	....	....	....	....	....	1.65	....	....	....	....	....	....	....	....	....
13-13.9	....	....	....	....	....	....	....	....	....	1.69	....	....	....	....	....	....	....	....	....
14-14.9	....	....	....	....	....	....	....	....	....	1.73	....	....	....	....	....	....	....	....	....
15-15.9	....	....	....	....	....	....	....	....	....	1.77	....	....	....	....	....	....	....	....	1.28
16-16.9	....	....	....	....	....	....	....	....	....	1.81	....	....	....	....	....	....	....	....	1.34
17-17.9	....	....	....	....	....	....	....	....	....	1.85	....	....	....	....	....	....	....	....	1.40
18-18.9	....	....	....	....	....	....	....	....	....	1.89	....	....	....	....	....	....	....	....	1.46
19-19.9	....	....	....	....	....	....	....	....	....	1.93	....	....	....	....	....	....	....	....	1.52
Below 20	2.23	2.25	2.10	2.16	2.46	2.38	2.48	2.43	2.53	1.95	2.14	2.19	2.21	2.28	2.33	1.81	....	2.05	....
20-20.9	2.25	2.27	2.12	2.18	2.48	2.40	2.50	2.45	2.55	1.97	2.16	2.21	2.23	2.30	2.35	1.83	....	2.07	1.58
Below 21	2.25	....	2.12	2.18	2.48	2.40	2.50	....	....	....	2.16	2.21	2.23	2.30	2.35	....	....	....	....
21-21.9	2.27	2.29	2.14	2.20	2.50	2.42	2.52	2.47	2.57	1.99	2.18	2.23	2.25	2.32	2.37	1.85	....	2.09	1.64
22-22.9	2.29	2.31	2.16	2.22	2.52	2.44	2.54	2.49	2.59	2.01	2.20	2.25	2.27	2.34	2.39	1.87	....	2.11	1.70
23-23.9	2.31	2.33	2.18	2.24	2.54	2.46	2.56	2.51	2.61	2.03	2.22	2.27	2.29	2.36	2.41	1.89	....	2.13	1.76
Below 24	....	....	....	....	2.54	2.46	....	2.51	2.61	....	2.22	2.27	2.29	2.36	2.41	....	....	....	....
24-24.9	2.33	2.35	2.20	2.26	2.56	2.48	2.58	2.53	2.63	2.05	2.24	2.29	2.31	2.38	2.43	1.91	....	2.15	1.82
Below 25	2.33	2.35	....	2.26	....	....	....	....	....	....	....	....	....	....	....	....	....	....	1.82
25-25.9	2.35	2.37	2.22	2.28	2.58	2.50	2.60	2.55	2.65	2.07	2.26	2.31	2.33	2.40	2.45	1.93	....	2.17	1.88
26-26.9	2.37	2.39	2.24	2.30	2.60	2.52	2.62	2.57	2.67	2.09	2.28	2.33	2.35	2.42	2.47	1.95	....	2.19	1.94
27-27.9	2.39	2.41	2.26	2.32	2.62	2.54	2.64	2.59	2.69	2.11	2.30	2.35	2.37	2.44	2.49	1.97	....	2.21	1.99
28-28.9	2.41	2.43	2.28	2.34	2.64	2.56	2.66	2.61	2.71	2.13	2.32	2.37	2.39	2.46	2.51	1.99	....	2.23	2.00
Below 29	2.41	....	2.28	....	2.64	....	....	....	....	....	....	....	....	....	....	....	2.50	....	....
29-29.9	2.43	2.45	2.30	2.36	2.66	2.58	2.68	2.63	2.73	2.15	2.34	2.39	2.41	2.48	2.53	2.01	2.50	2.25	2.09
29 & Above	....	....	....	....	2.66	....	....	2.63	....	2.15	....	....	....	....	....	....	....	....	....
30-30.9	2.45	2.47	2.32	2.38	2.68	2.60	2.70	2.65	2.75	2.17	2.36	2.41	2.43	2.50	2.55	....	2.525	2.27	2.14
30 & Above	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	2.03	....	....	....
31-31.9	2.47	2.49	2.34	2.40	2.70	2.62	2.72	2.67	2.77	2.19	2.38	2.43	2.45	2.52	2.57	....	2.55	2.29	2.19
32-32.9	2.49	2.51	2.36	2.42	2.72	2.64	2.74	2.69	2.79	....	2.40	2.45	2.47	2.54	2.59	....	2.575	2.31	2.23
32 & Above	....	....	....	....	....	....	....	....	....	2.21	....	....	....	....	....	....	....	....	....
33-33.9	2.51	2.53	2.38	2.44	2.74	2.66	2.76	2.71	2.81	....	2.42	2.47	2.49	2.56	2.61	....	2.60	2.33	2.27
34-34.9	2.53	2.55	2.40	2.46	2.76	2.68	2.78	2.73	2.83	....	2.44	2.49	2.51	2.58	2.63	....	2.625	2.35	2.31
34 & Above	....	....	....	....	2.76	....	2.78	....	....	....	....	....	....	....	....	....	....	....	....
35-35.9	2.55	2.57	2.42	2.48	2.78	2.70	2.80	2.75	2.85	....	2.46	2.51	2.53	2.60	2.65	....	2.65	2.37	2.35
36-36.9	2.57	2.59	2.44	2.50	2.80	2.72	2.82	2.77	2.87	....	2.48	2.53	2.55	2.62	2.67	....	2.675	2.39	2.39
37-37.9	2.59	2.61	2.46	2.52	2.82	2.74	2.84	2.79	2.89	....	2.50	2.55	2.57	2.64	2.69	....	2.70	2.41	2.41
38-38.9	2.61	2.63	2.48	2.54	2.84	2.76	2.86	2.81	2.91	....	2.52	2.57	2.59	2.66	2.71	....	2.725	2.43	2.43
39-39.9	2.63	2.65	2.50	2.56	2.86	2.78	2.88	2.83	2.93	....	2.54	2.59	2.61	2.68	2.73	....	2.75	2.45	2.45
40 & Above	2.65	2.67	2.52	2.58	2.88	2.80	2.90	2.85	2.95	....	2.56	2.61	2.63	2.70	2.75	....	2.775	2.47	2.47

Prices generally were effective as of 7 a.m., Dec. 6, 1947, except as noted. Prices are shown by general areas. Details of fields where each company buys, exceptions to schedules as shown, and effective dates of exceptions not noted will be furnished on request to NPN.

OKLAHOMA

Schedule A: Carter, Continental, Gulf, Magnolia, Phillips, Shell, Sinclair, Texas Co.; Pure for all fields except Keyes.
Schedule D: Pure (12-12-49) for Keyes Field.

KANSAS

Schedule A: Carter, Continental, Gulf, Phillips, Pure, Shell, Sinclair, Texas Co.

TEXAS

North-North Central

Schedule A: Continental, Gulf, Magnolia, Sinclair, Stanolind, Texas Co.

East Central

Schedule B: Humble, Sinclair.

West Central

Schedule A: Humble.

Panhandle

Schedule A: Gulf, Humble, Magnolia, Phillips, Texas Co.

East Texas

$2.65 Flat Price: Atlantic, Gulf, Humble, Magnolia, Phillips, Shell, Sinclair, Stanolind, Texas Co.

West Texas (Sour)

Schedule C: Atlantic, Gulf, Humble, Magnolia, Phillips, Shell, Sinclair, Stanolind, Texas Co.

West Texas (Sweet)

Schedule A: Atlantic, Gulf, Humble, Magnolia, Shell, Sinclair, Texas Co.

West Texas (Fullerton & Others)

Schedule D: Atlantic, Gulf, Humble, Magnolia, Pan American 3-15-50, Phillips, Shell, Sinclair, Stanolind, Texas Co.

West Texas (Scurry County Area)

Schedule A: Gulf, Magnolia, Pan American, Stanolind, Sun, Texas Co.

Gulf Coast (Low Cold Test)

Schedule F (24-30 gravity): Humble 7-8-49, Stanolind O.G. & Texas Co. 7-12-49, Sun 7-13-49, Continental, Sinclair & Stanolind O.P. 7-14-49.

Gulf Coast (Hastings & Others)

Schedule F (20-40 gravity): Atlantic, Gulf 7-11-49, Humble, Pan American, Republic, Sinclair, Sun, Stanolind O.G., Texas Co.

Gulf Coast (Anahuac & Others)

Schedule G: Gulf, Humble, Magnolia, Pan American, Sinclair, Sun, Texas Co.

Gulf Coast (Refugio & Others)

Schedule H: Atlantic, Humble, Republic, Sinclair, Phillips, 3-1-49.

Gulf Coast (Mirando Heavy & Others)

Schedule I (24-29 gravity): Humble 7-8-49, Magnolia 7-11-49, Sinclair 7-14-49, Texas Co. 7-12-49.

Gulf Coast (Heyser & Others)

Schedule I (20-40 gravity): Continental, Humble, Magnolia, Pan American, Republic; Sun 7-13-49.

Gulf Coast (Kelsey & Others)

Schedule J: Humble, Sun.

Texas Miscellaneous

Agua Dulce (Republic)	$2.80
Alief (Pure)	2.80
Aransas (Atlantic)—2c above	Schedule P
Bazette (Humble)	2.65
Benavides & E. (Republic)	2.75
Boynton (Humble)	2.48
Cayuga crude (Pan Am. 1-1-50)	Schedule K
Caruga cond. (Pan Am. 3-1-48)	2.65
Chapel Hill, Below 50 (Gulf, Sinclair)	2.58
Chapel Hill, 50 & Above (Gulf, Sinclair)	2.65
Charlotte (Humble)	Schedule B
Clark (Humble)	2.54
Clay Creek (Sun)	2.40
Cleveland & N. (Shell, 1-1-49)	2.83
Cocroe (Humble, Sun, Texaco)	2.83
Darst Creek (Humble, Magnolia, Texaco)	2.54
Gist, 35 & above (Atlantic, 5-1-50)	2.75
Gist, below 35 (Atlantic, 8-23-49)	2.40
Hawkins (Humble, 4-23-49)	Schedule K
Hilbig (Humble)	2.54
Imogene (Humble)	Schedule B
Lesta (Humble)	2.54
Livingston (Shell, 5-1-48)	2.83
Longhorn & E. (Republic)	2.75
Long Lake (Sinclair)	2.65
Luling (Magnolia)	2.45
Lytton Springs (Magnolia)	2.57
Manford (Humble)	2.54
Manziel (Pan Am. 1-1-50)	Schedule K
Mariposa (Humble)	Schedule B
Merigale-Paul (Pan Am. 1-1-50)	Schedule K
Midway, 35 & ab. segregated (Republic)	2.80
McCoy (Shell, 5-1-48)	2.83
North Vidor (Magnolia)	2.80
Opelika (Magnolia)	2.65
Palagana Dome (Republic)	2.75
Pearsall (Humble) 1c below	Schedule N
Pickton (Gulf)	Schedule A
Pita (Humble)	Schedule B
Pittsburg (Gulf)	Schedule A
Plymouth, high grav. low oct. (Republic)	2.65
Quitman, Eagle Ford & Sub-Clarksville Sands (Pan Am. 1-1-50)	Schedule K
Quitman, Paluxy (Pan Am. 4-27-49)	2.62
Rooke (Republic)	2.65
Salt Flat (Humble)	2.54
Sand Flat (Humble, Pure, 4-25-49)	Schedule K
Satsuma (Stanolind O.P., 4-1-50)	2.75
Schwab (Shell, 5-1-48)	2.83
Segno (Gulf, 6-1-48)	Schedule F
Shepherd (Shell, 5-1-48)	2.83
Southland (Republic)	2.75
Sweden (Republic)	2.75
Talco (Humble, 4-25-49)	Schedule K
Taylor Link (Shell)	2.35
Tenney Creek (Humble)	2.54
Tomball (Humble, Magnolia, Stanolind)	2.83
Van (Humble, Pure)	2.48
Willamar (Pan American, 8-1-50)	2.40
Yates (Gulf, Humble, Shell)	2.35
Zoborski (Humble)	2.54

New Mexico (Sour)

Schedule C: Atlantic, Continental, Humble, Magnolia, Phillips, Shell, Sinclair, Stanolind, Texas Co.

New Mexico (Fullerton & Others)

Schedule D: Humble, Magnolia, Phillips, Shell Sinclair, Texas Co.

PENNSYLVANIA GRADE

(Dec. 9, 1950)

Allegheny, N. Y. (Seep, Tide Water)	4.25
Bradford, Pa. (Seep, Tide Water)	4.25
Buckeye, O. (Seep)	3.76
Eureka, W. Va. (Pure, Seep)	3.76
Lower Penn. District (Pennzoil)	4.25
Southwest Penn. (Seep)	3.82
Tiona-Sheffield, Pa. (Seep)	4.25
Zanesville, O. (Ashland)	3.10

MICHIGAN

(Only the lowest and highest postings in price schedule of each company are shown below; complete schedules may be obtained on request to NPN)

Bay	
Adams (Heavy) & Deep River (8-1-50)	$2.62
Buckeye (11-1-49) & Bentley (2-1-50)	2.75
Leonard—7-16-49:	
Clare City	2.44
Fork & other fields	2.80
Pure	
Adams & Deep River (8-1-50)	2.62
Coldwater & other fields (7-1-49)	2.80
Simrall—6-24-49:	
Montmorency	2.31
Barryton-Sun Dessbow	2.94
Sohio—6-30-49:	
Cato	2.61
Coldwater & Isabella	2.80

ILLINOIS-INDIANA-KENTUCKY-OHIO

Bowling Green, Ky. (Owensboro-Ashland, 7-1-49)	$2.42
Butler Co., Ky., (Owensboro - Ashland, 7-1-49)	2.55
Cleveland, O. & Others (S. O. Ohio)	3.10
Clinton Co., Ky. (Ashland O. & T.)	2.60
Corning, O. (Seep, 5-6-49)	2.70
Eastern Illinois (Ohio Oil) 1c below	Schedule F
Hitesville, Ky. & Others (Carter)	2.77
Illinois Basin (Ashland O. & R., Gulf, Magnolia, Ohio Oil, Shell, Sohio, Texaco)	2.77
Indiana Basin (Ashland O. & R., Sohio)	2.77
Lima, O. (S. O. Ohio)	2.90
Loudon, Ill. (Carter)	2.77
Mattoon, Ill. (Carter)	2.77
Plymouth, Ill. (Ohio Oil, 7-1-49)	2.44
Ragland Grade, Ky. (Ashland O. & T.)	2.43
Somerset Grade, Ky. (Ashland O. & T.)	2.83
Southern Illinois (Mohawk)	2.77
Western Kentucky (Sohio)	2.77

LOUISIANA-ARKANSAS

Arkansas Sour (Schuler, Jones Sand)

Schedule L: Phillips, Esso Standard.

Arkansas Sour
(Magnolia-Limestone & Others)

Schedule M: Arkansas Fuel, Esso Standard.

N. Louisiana-Arkansas Sweet
(Homer & Others)

Schedule N: Arkansas Fuel, Gulf, Esso Standard.

N. Louisiana-Arkansas Sweet
(Caddo & others)

Schedule A: Arkansas Fuel, Gulf, Magnolia, Esso Standard, Stanolind.

Northeast Louisiana
(Delhi & Others)

Schedule A: Esso Standard, Stanolind, Sun.

Central Louisiana
(Holly Ridge & Others)

Schedule O: Esso Standard, Stanolind.

Central Louisiana
Olla & Others)

Schedule P: Arkansas Fuel, Esso Standard.

Coastal Louisiana
(Golden Meadow & Others)

Schedule P: Continental, Gulf, Magnolia, Pan American, Pure, Shell, Esso Standard, Stanolind, Texas Co.

Coastal Louisiana
(Hackbery & Others)

Schedule P: Gulf 2-4-50, Stanolind 2-1-50, Sun 2-3-50.

Coastal Louisiana
(Low Cold Test)

Schedule F (24-29 Gravity): Pan American 7-13-49, Shell 7-25-49, Sun 7-13-49, Texas Co., 7-12-49.

South Louisiana
(Westwego & Others)

Schedule O: Esso Standard, Stanolind.

LOUISIANA-ARKANSAS MISCELLANEOUS

Arkansas Sour Dist. (Limestone):
Big Creek, Calhoun, Columbia, Dorcheat-Macedonia & McKamie (Esso Standard) $2.80
Arkansas Sweet Dist. (Sandstone):
Dorcheat-Macedonia (Esso Standard) $2.85
Bateman Lake, La. cond. (Texaco, 2-1-48) 2.90
Bayou Pigeon, La. (Republic) 2.65
Bear, La. (Continental) 2.75
Bivens, La. (Atlantic 5-1-50) 2.75
Cotton Valley, La. Crude (Esso Standard) 2.70
Cotton Valley, La. Dist. (Esso Standard) 2.85
Creole (Pure) 2.61
Georgetown, La. (Ark. Fuel 7-11-49) 2.69
Haynesville, La., Smackover Lime (Arkansas Fuel, Gulf) 2.70
Jennings, La. (Gulf, Stanolind) ..... Schedule O
Lisbon, La. Crude (Gulf) ..... Schedule N
Lisbon La. Dist. (Esso Standard) 2.85
Neal, La. (Atlantic 5-1-50) 2.75
Smackover, Ark. (Ark. Fuel 4-30-49; Gulf, Phillips 4-27-49) 2.08
Sweet Lake, La. (Pure) 2.51
Tullos, La. (Ark. Fuel 7-11-49) 2.69
Urania, La. (Ark. Fuel 7-11-49) 2.69
Ville Platte, La. (Continental) 2.75
W. Mermenteau, La. (Continental) 2.75

MISSISSIPPI

Baxterville crude (Gulf 5-1-50) $1.15
Baxterville dist. (Gulf) 2.60
Carthage Pt. dist., 45 & abv. (Pure) 2.85
Carthage Pt. Sweet dist. (Esso Standard) 2.85
Eucutta & Others (Esso Standard 4-27-49) ..... Schedule Q
Fayette & Others (Esso Standard) Schedule O
Fayette Sweet dist. (Esso Standard) 2.85
Gwinville Sweet dist. (Esso Standard) 2.85
Pickens (Carter, Schio) ..... Schedule D
Tinsley (Schio, 2-1-50) 1c above ..... Schedule S

COLORADO

Canon City (Continental) $2.45
Florence (Continental) 2.45
Ft. Collins (Continental) 5c below ..... Schedule A
Iles (Stanolind, Texaco) ..... Schedule A
Moffat (Texaco) ..... Schedule A
Rangely (Phillips 3-1-49) ..... Schedule A
Tow Creek (Texaco) ..... Schedule A
Walden (Continental) ..... Schedule A
Wellington (Continental) 5c below ..... Schedule A

MONTANA

Brady (Phillips) $2.70
Cat Creek (Continental 5-1-50) 2.65
Cut Bank (Carter; Phillips) 2.70
Cut Bank (Texaco) ..... Schedule R
Darling (Carter) 2.50
Dry Creek (Ohio Oil) ..... Schedule A
Elk Basin Light & Others (Ohio Oil, Stanolind) ..... Schedule A
Elk Basin Heavy & Others (Carter 5-14-49; Ohio Oil, Stanolind 5-16-49) ..... Schedule T
Kevin-Sunburst (Texaco, Phillips) ..... Schedule R
Pondera (Phillips) ..... Schedule R

WYOMING

Beaver Creek & Others (Phillips 3-1-49) ..... Schedule B
Big Sand Draw Condensate (Sinclair, 6-1-49) 2.65
Byron (Ohio Oil, 12-20-49; Stanolind, 1-12-50) 1.50
Elk Basin Light & Others (Carter, Continental, Ohio Oil, Sinclair, Stanolind, Texaco) ..... Schedule A
Elk Basin Heavy & Others (Carter 5-14-49; Ohio Oil, Stanolind 5-16-49) ..... Schedule T
E. Mahoney Dome (Sinclair) 2c below ..... Schedule C
Garland (Ohio Oil, 12-20-49; Stanolind, 1-12-50) 1.50
Medicine Bow (Ohio Oil) 2.875
Mule Creek (Carter) 2.41
Mush Creek (Phillips 3-1-49) ..... Schedule A
Oregon Basin (Ohio Oil, 12-20-49; Stanolind, 1-12-50; Texaco, 1-13-50) 1.40
Sheldon Dome (Phillips 3-1-49) ..... Schedule A
Skull Creek (Phillips 3-1-49) ..... Schedule A
Wertz & Others (Sinclair) ..... Schedule C

CANADIAN FIELDS

(Prices are in Canadian dollars per Canadian bbl. of 35 Imperial gals.)

Bothwell (Imperial, 11-1-50) $3.35
Glenco (Imperial, 11-1-50) 3.35
Golden Spike (Imperial, 10-16-50) 3.03
Leduc-Calmar (Imperial, 10-16-50) 3.05
Oil Springs (Imperial, 11-1-50) 3.37
Petrolia (Imperial, 11-1-50) 3.50
Redwater (Imperial, 10-16-50) 2.73
Woodbend (Imperial, 10-16-50) 3.05
Turner Valley Crude (Imperial, 10-16-50): Prices, FOB producer's tankage, begin with 33-33.9 at $3.29, 2c differential to 64 and over at $3.91.
Turner Valley Absorption Gasoline (Royalite):
Propane (12-1-48) $0.40
Butane (10-16-50) 2.12
Pentanes and Heavier (10-16-50) 5.27

CALIFORNIA

S. O. California prices effective Dec. 12, 1950. All gravities above those quoted take highest price offered for the field specified.

SCHEDULE Gravity	1	2	3	4	5	6	7	8
12-12.9	1.58	....	....	1.32	1.34	1.46	....	....
13-13.9	1.62	....	....	1.39	1.41	1.53	....	....
14-14.9	1.67	....	1.67	1.45	1.47	1.60	1.63	1.81
15-15.9	1.73	....	1.73	1.48	1.50	1.63	1.66	1.85
16-16.9	1.80	....	1.78	1.51	....	1.65	1.70	1.90
17-17.9	1.86	....	1.83	1.55	....	1.68	1.74	1.95
18-18.9	1.92	....	1.89	1.58	....	1.70	1.77	2.01
19-19.9	....	....	1.94	....	....	1.73	1.81	2.07
20-20.9	....	2.04	2.00	....	....	....	1.84	2.13
21-21.9	....	2.11	2.07	....	....	....	1.87	2.19
22-22.9	....	2.17	....	....	....	....	1.92	2.28
23-23.9	....	2.24	....	....	....	....	1.97	2.29
24-24.9	....	2.30	....	....	....	....	2.01	....
25-25.9	....	....	....	....	....	....	2.05	....
26-26.9	....	....	....	....	....	....	....	....
27-27.9	....	....	....	....	....	....	....	....
28-28.9	....	....	....	....	....	....	....	....

SCHEDULE Gravity	9	10	11	12	13	14	15	16
24-24.9	....	....	....	....	....	....	....	....
25-25.9	....	....	....	....	....	....	....	....
26-26.9	....	2.43	....	....	....	....	....	....
27-27.9	....	2.47	2.25	....	....	....	....	....
28-28.9	2.47	2.51	2.30	....	2.21	....	2.41	....
29-29.9	2.52	2.55	2.35	....	2.27	....	2.45	....
30-30.9	2.58	2.59	2.40	....	2.33	....	2.50	....
31-31.9	2.63	2.64	2.45	2.51	....	FOB	2.55	....
32-32.9	2.68	2.68	2.51	2.56	....	Ship	2.59	....
33-33.9	2.74	2.72	2.56	2.61	....	2.71	2.64	....
34-34.9	2.79	2.76	2.61	2.66	....	2.75	2.69	....
35-35.9	....	....	2.65	2.71	....	2.80	2.73	2.71
36-36.9	....	....	2.70	2.75	....	2.84	2.78	2.77
37-37.9	....	....	2.74	2.80	....	....	2.82	2.82
38-38.9	....	....	2.78	2.85	....	....	2.87	2.87
39-39.9	....	....	2.83	2.90	....	....	2.91	....
40-40.9	....	....	2.87	2.95	....	....	2.96	....

SCHEDULE Gravity	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37
12-12.9	....	....	....	....	....	....	....	....	....	....	....	....	....	....	1.67	1.64	1.70	....	....	1.64	....
13-13.9	....	....	....	....	....	....	....	....	....	....	....	....	....	....	1.69	1.70	1.74	....	....	1.67	....
14-14.9	....	....	1.88	1.64	....	1.86	1.88	....	1.82	1.76	1.85	1.87	....	....	1.73	1.77	1.80	....	....	1.72	....
15-15.9	....	....	1.92	1.69	....	1.90	1.92	....	1.85	1.81	1.89	1.92	....	....	1.78	1.82	1.85	....	....	1.78	....
16-16.9	....	....	1.96	1.74	....	1.94	1.96	....	1.89	1.86	1.94	1.97	....	....	1.84	1.86	1.89	....	....	1.83	....
17-17.9	....	....	2.01	1.79	....	1.98	2.00	....	1.92	1.91	1.98	2.03	....	....	1.89	1.92	1.93	....	....	1.89	1.98
18-18.9	1.90	1.92	2.05	1.84	....	2.02	2.05	....	1.96	1.96	2.03	2.08	....	....	1.95	1.99	1.98	....	....	1.96	2.04
19-19.9	1.95	1.98	2.09	1.89	....	2.06	2.10	2.03	1.99	2.01	2.09	2.13	....	....	2.00	2.05	2.04	....	....	2.04	2.11
20-20.9	1.99	2.03	2.13	1.94	....	2.10	2.13	2.10	2.03	2.06	2.15	2.18	....	1.87	2.06	2.11	2.10	....	....	2.11	2.17
21-21.9	2.04	2.07	2.18	2.00	....	2.15	2.19	2.17	2.06	2.11	2.20	2.24	....	1.94	2.13	2.16	2.16	....	....	2.18	2.24
22-22.9	2.09	2.12	2.23	2.05	....	2.19	2.23	2.24	2.10	2.16	2.25	2.30	....	2.01	2.19	2.20	2.22	....	....	2.24	2.30
23-23.9	2.13	2.18	2.28	2.11	....	2.24	2.28	2.31	2.14	2.21	2.30	2.36	2.22	2.07	2.25	2.25	2.27	....	....	2.29	2.37
24-24.9	2.18	2.24	2.33	2.17	2.24	2.29	2.32	2.37	2.19	2.27	2.35	2.42	2.26	2.12	2.31	2.29	2.31	2.26	....	2.35	2.43
25-25.9	2.22	2.30	2.38	2.23	2.29	2.34	2.37	2.43	2.23	2.34	2.39	2.48	2.31	2.18	2.37	2.33	2.34	2.29	....	2.40	2.50
26-26.9	2.27	2.36	2.43	2.29	2.34	2.39	2.41	2.49	2.28	2.40	2.43	2.53	2.35	2.24	2.43	2.37	2.38	2.32	....	2.45	2.56
27-27.9	2.33	2.41	2.47	2.35	2.40	2.43	2.45	2.55	2.34	....	2.47	2.57	2.39	2.30	2.49	2.41	2.42	2.35	....	2.50	2.63
28-28.9	2.38	2.46	2.52	2.41	2.45	2.47	2.48	2.60	2.39	....	....	2.61	2.43	2.36	2.54	2.46	2.45	2.38	....	2.55	2.70
29-29.9	2.43	2.52	2.56	....	2.50	2.51	2.52	....	....	....	....	2.64	2.48	2.41	2.59	2.50	2.49	....	....	2.60	2.76
30-30.9	2.48	2.57	2.61	....	2.55	2.55	2.56	....	....	....	....	2.67	2.52	2.47	2.64	....	2.53	....	....	2.64	2.83
31-31.9	2.53	2.62	2.65	....	2.60	....	2.60	....	....	....	....	2.70	2.56	2.52	2.69	....	2.57	....	....	2.68	....
32-32.9	2.58	2.68	....	....	2.65	....	....	....	....	....	....	2.73	2.61	2.57	....	....	2.61	....	....	2.73	....
33-33.9	2.63	....	....	....	2.71	....	....	....	....	....	....	2.76	2.65	2.62	....	....	2.65	....	....	2.76	....
34-34.9	2.68	....	....	....	2.76	....	....	....	....	....	....	2.79	2.69	2.67	....	....	2.69	....	....	2.78	....
35-35.9	2.73	....	....	....	2.82	....	....	....	....	....	....	2.83	2.74	2.73	....	....	2.74	....	2.70	2.80	....
36-36.9	2.79	....	....	....	....	....	....	....	....	....	....	2.87	....	....	....	....	2.78	....	2.74	2.83	....
37-37.9	2.84	....	....	....	....	....	....	....	....	....	....	2.91	....	....	....	....	2.81	....	2.79	2.86	....
38-38.9	2.89	....	....	....	....	....	....	....	....	....	....	2.95	....	....	....	....	2.85	....	2.83	2.89	....
39-39.9	2.94	....	....	....	....	....	....	....	....	....	....	2.99	....	....	....	....	2.89	....	2.87	2.93	....
40-40.9	2.99	....	....	....	....	....	....	....	....	....	....	3.03	....	....	....	....	2.93	....	2.91	2.97	....

	Schedule
Aliso Canyon	37
Athens-Rosecrans	9
Brea-Olinda	24
Buena Vista Hills	31
Canfield Ranch	34
Coalinga	35
Coles Levee	11
Cymric	36
Del Valle	17
East Coyote	27
Edison	3
Elk Hills (Shallow)	31
Elk Hills (Stevens Zone)	11
El Segundo	20
Elwood	14
Gato Ridge	4
Greeley	11
Guijarral Hills	35
Huntington Beach	22
Inglewood	23
Kern Front	1
Kern River	1
Kettleman Hills	12
Lakeview Area	31
Leffingwell	16
Lost Hills	32
McClung	13
McKittrick	1
Midway-Sunset	31
Montalvo West	15
Montebello	28
Mountain View	30
Mt. Poso	1
Newport-Anaheim Sugar Area	7
Newport-Other Than Anaheim Sugar Area	8
Pleasant Valley	33
Raisin City	33
Richfield	26
Round Mountain	1
Santa Fe Springs	10
Santa Maria Valley	6
Seal Beach	21
Signal Hill (Long Beach)	18
Torrance	25
Wasco	11
West Cat Canyon-Low Flores	5
West Coyote	29
Wheeler Ridge	2
Whittier	27
Wilmington	19

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Box number counts 2 words. Copy must reach us by Wednesday preceding date of issue.
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Position Wanted

MANAGER AVAILABLE

Young oil company executive desires a connection as a manager of large jobber. Engineering graduate, age 38, 17 years experience as agent, salesman, sales manager and sales executive of a major oil company. A thorough knowledge of all phases of the marketing end of the oil business.

BOX 452

For Sale

STEEL STORAGE TANKS
Railroad Tank Car Tanks
6,500 to 12,000-Gal. Cap.
Coiled and Non-Coiled
Cleaned—Painted—Tested
Heavier—Safer—Cheaper
Other Tanks Too
Also—Complete Tank Cars
8,000 and 10,000-Gal. Cap.
Your Inquiries Solicited
NEWHALL-MARSHALL-WOOD, INC.
30 Church Street
New York 7, N. Y.
Phone: COrtland 7-8090

For Sale

FOR SALE
TANK CAR TANKS
FOR STORAGE
10—6,500-Gallon* Non-Coiled
Extra Heavy Plate
Above Tanks Suitable for Acid Storage

Coiled and Non-Coiled
Cleaned—Painted—Tested

7—8,000-Gallon* 20—10,000-Gallon*
1—4,500-Gallon***
*—1 ***—3 Compartment Tanks
Some of the above tanks are located in Kansas and Texas

IRON & STEEL PRODUCTS, INC.
13456-A S. Brainard Avenue
Chicago 33, Illinois
"ANYTHING containing IRON or STEEL"

An advertisement in NPN's Classified Section will bring quick, effective results. WRITE TODAY
NATIONAL PETROLEUM NEWS
1213 West Third St., Cleveland 13, Ohio

WESTERN PENNA.

(*Continued from p. 39.*)

Oil City refiners quoted gasoline (regular-grade) 0.35c higher at 12.75 to 12.9c, and all fuel oils 0.25c higher, with No. 2 at 10.5 to 10.75.

Oil Price Index Up 1.8%

WASHINGTON—Crude and products price increases boosted the overall oil price index 1.8% to 124.3 for week ended Dec. 19. Shown below is Bureau of Labor Statistics' complete index, based on Platt's *OILGRAM* quotations, for weeks ended on dates indicated (1947 equals 100):

	Dec. 19, 1950	Dec. 12, 1950	Dec. 20, 1949	% Change Dec. 12, 1950 to Dec. 19, 1950
Crude and products	124.3	122.1	114.4	+1.8
Crude	133.5	133.2*	132.5	+0.2
Refined products	122.4	120.0	107.3	+2.0
Gasoline	130.4	127.8	119.1	+2.0
Kerosine	127.7	127.0	113.6	+0.6
Distillate fuels	130.6	128.3	118.7	+1.0
Residual fuels	101.7	97.2	80.7	+4.6
Lubricating oils	92.1	88.9	57.7	+2.4
Natural gasoline	125.5	107.3	98.2	+17.0

(*)BLS corrected its report figure for last week to read 132.2 rather than 133.0.
(Price index for other wholesale commodities was not made available.)

Summary of River Barge Commercial Shipments from Gulf Coast in September 1950

(Figures in bbls. Prepared by Oil & Gas Division, Department of the Interior)

	Crude Oil	Gasoline	Kerosine	Heating Oil	Gas Oil	Fuel Oil	Lubes	Misc. Prod.	Total
From Texas to:									
Dist. 1		24,748				61,203	41,017		126,968
Dist. 2		674,667	189,373	200,879	15,494	66,825	4,953		1,252,291
Ind., Ill., Ky., etc.		604,500	189,373	282,652	15,494	66,825	4,953		1,163,857
Mo., Iowa, etc.		76,117		18,227					88,344
Dist. 3		142,820	10,091		9,246				162,157
From Louisiana to:									
Dist. 1		96,406			16,185	225,416	7,751		346,058
Dist. 2	537,684	1,602,570	410,930	145,201	242,855	197,296	3,922	6,916	2,197,374
East Ohio						14,877			14,877
Ind., Ill., Ky., etc.	537,684	1,490,398	393,201	145,201	242,855	174,129	3,922	6,916	2,994,306
Mo., Iowa, etc.		162,172	17,729			8,290			188,191
Dist. 3	146,251	330,944	27,252		21,343				525,970
From Ark., Miss. to:									
Dist. 2	112,852	1,524,228	63,619	101,508		16,371			1,818,968
Ind., Ill., Ky., etc.		1,183,160	37,788	72,801		16,371			1,310,120
Mo., Iowa, etc.		341,068	25,831	28,707					395,606
Dist. 3		13,263							13,263
Total River Barges	796,787	4,450,946	701,245	547,678	305,623	567,121		6,916	7,442,950

NOTE: In August 1950 report add 394,295 bbls. of crude oil shipped from Ark.-Miss. to District 2.

Summary of River Barge Commercial Shipments from Gulf Coast in October 1950

(Figures in bbls. Prepared by Oil & Gas Division, Department of the Interior)

	Crude Oil	Gasoline	Kerosine	Heating Oil	Gas Oil	Fuel Oil	Lubes	Misc. Prod.	Total
From Texas to:									
Dist. 1		24,380				28,201	17,393		69,976
Dist. 2		1,004,347	209,168	226,299	30,849	32,979	142		1,500,784
Ind., Ill., Ky., etc.		1,027,191	205,168	226,299	30,849	32,979	142		1,522,628
Mo., Iowa, etc.		37,156							37,156
Dist. 3		96,915			10,527				107,442
From Louisiana to:									
Dist. 1		62,321			31,441	234,116	7,834		335,712
Dist. 2	427,961	1,395,252	519,366	238,633	444,197	222,348	5,868	14,705	3,269,330
East Ohio						15,015			15,015
Ind., Ill., Ky., etc.	427,961	1,269,335	449,337	226,667	382,249	207,333	5,868	14,705	2,983,455
Mo., Iowa, etc.		125,917	70,029	12,966	51,948				260,860
Dist. 3	249,716	208,986	17,779		22,606	1,786		4,026	504,329
From Ark.-Miss. to:									
Dist. 2		1,475,586	117,146	104,963	2,172				1,699,867
Ind., Ill., Ky., etc.		1,046,762	77,766	92,843	2,172				1,219,482
Mo., Iowa, etc.		428,824	39,441	12,120					480,385
Dist. 3		42,847							42,847
Total River Barges	677,677	4,460,623	856,459	570,895	541,242	519,433	31,227	18,731	7,679,287

Equipment News Section

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1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60

Name _____ Title _____

Company _____

Street Address _____

City _____ Zone _____ State _____

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NATIONAL PETROLEUM NEWS
1213 West 3rd Street
Cleveland 13, Ohio

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21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60

Name _____ Title _____

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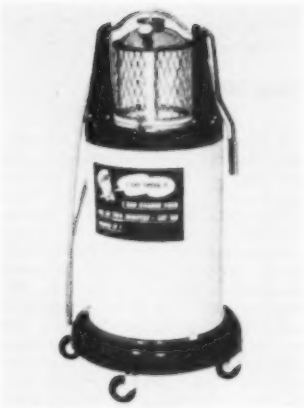
Tear out the reply card on the opposite page, circle the number corresponding to that of the particular items on which more information is desired, and mail. There is no charge for this service—not even postage. The numbers are placed at the end of each article.



Quick Oil Changer

(Service Stations)

A new portable oil changer is self-contained and does not need external air or electric or air power. It operates on the vacuum principle accomplished in a few seconds with 10 to 12 strokes of a hand pump. Old oil is removed through the dip-stick hole of any car by means of a flexible spring-reinforced neoprene suction tube which negotiates necessary angle on all cars where dip-stick hole is not directly aligned with low point in pan. The old oil is sucked directly from the crankcase to a visible pyrex bowl calibrated to indicate amount of oil withdrawn. When change is completed, release of a valve allows oil to flow from the visible bowl into a large sump tank, from which it can be drained. The unit is mounted on four swivel casters, it is all-steel and portable. A gauge indicates when sufficient vacuum has been created, freeing operator to draw the fresh oil or perform other services while the old oil is draining. Disassembly of bowl for cleaning is accomplished by loosening one hand screw. Manufacturer says the pump will require servicing only once in five years. Apex Manufacturing Co.

Circle No. 1 on Reply Card

Heat Gun Removes Paint

(General)

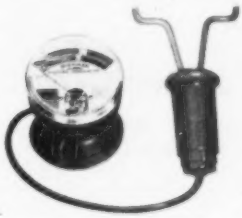
A new electric torch is said to reduce multi-layers of paint, enamel, or varnish to a dry, flaky ash which can be removed in one stroke with a scraper. The heat gun is used like a blowtorch but does not burn or scorch the surface, the manufacturer says. The torch is made of a one piece aluminum jacket with 3" orifice, a replaceable electric unit, and a pistol grip handle. The gun operates on 115 volts A.C. or D.C. power and total weight is 2 lbs. Kinetic Products Corp.

Circle No. 2 on Reply Card

Electric Battery Hydrometer

(Service Stations)

An electric hydrometer is said to show the condition of each individual battery cell. It consists of a meter with a dial that shows the exact condition of the cell being tested, manufacturer states. A prod is used to contact across each cell to test by the open circuit method. Two scales for testing 1280 and 1260 top gravity batteries are provided on the meter. Bishman Manufacturing Co.



Circle No. 3 on Reply Card

Quiet Phone Booth

(Service Stations)

A new phone booth is lined inside and out with sound absorbing material that soaks up high and low frequency noises, manufacturer says. The booth is said to create a hushed area where telephone conversations can be carried on in normal tones, regardless of outside noise. Two types of booths are available—a full-length, doorless model, and a waist high model. The full length booth resembles the conventional telephone booth, but is somewhat deeper and more comfortable because its hushed area makes a door unnecessary. The waist high model is useful where space is at a premium as it may be attached to the wall or used on a desk. Burgess Manning Co.

Circle No. 4 on Reply Card

Cigarette Machine

(Service Station)

A cigarette vending machine is available for service stations which permits the outright purchase of the machine rather than installation on a rental basis. The vending equipment is available in several models, depending on whether a slug rejector is desired and how much change making equipment is desired. One of the models permits the sale of cigarettes at any price from 17c through 25c except for the elimination of the 21c price. Another model makes change to permit the sale of cigarettes from 21c through 25c. The machines operate on a quarter, and the change is delivered automatically with the package of cigarettes. The vending machine has a capacity of 100 packages of any size. A rear shelf stores eight more cartons (cabinet stand, optional equipment, holds more than 40 cartons). Five different brands may be dispensed. The machine is 16½" wide, 29" high (without stand), and 9" deep. The company stresses the profit possibilities of owning a portable, mechanically simple cigarette vending machine, which permits selling at any price from 15c through 25c. Superior Mfg. Co.

Circle No. 5 on Reply Card

Waterproofing Material

(General)

A new, penetrating, clear liquid compound is said to waterproof concrete, brick, plaster, stucco, stone, cement, tile, ceramic and other masonry construction, shingle roofs, nat-

ILLINOIS

P. R. GIRARD
Factory Representative
Champion Compressors
Globe Hoists
Wheaton Brass Works
327 S. LaSalle St.
Chicago 4, Ill.

BULK PLANTS
VAN PRAAG
TRUCK TANKS
DECATUR ILLINOIS
STEEL BUILDINGS
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SERVICE STATIONS

Oil Handling Equipment
Progress Truck Tanks—Trailer Tanks—Storage Tanks
SCHOOLEY & SUMMERS
Box 205 Mattoon, Ill.
"A Dependable Source of Supply"

INDIANA

Everything in Bulk Plant and Service Station Equipment
INDIANA OIL EQUIPMENT CO.
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Indianapolis 4, Indiana

Service Station and Bulk Plant Equipment
COFFIELD SUPPLY CO., INC.
801 Prairie Ave., Box No. 42
South Bend, Ind.
Bulk Plant Constr. Rep. Serv.

LOUISIANA

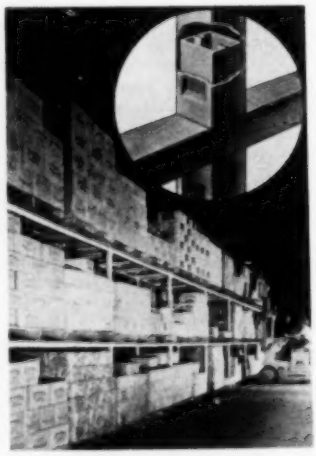
SERVICE EQUIPMENT CO.
(Houston W. Martin Owner)
Petroleum Equipment Headquarters
Brodie Meters, McDonald Brass, Hewitt Hose, Gorman Rupp and Invader Pumps
726-28 Girod St. New Orleans, La.

MAINE

In MAINE it's
gould equipment co.
Box 1611—Portland, Maine
20 years of equipment service to the oil man — bulk plant — service station — truck tank.
ralph gould
al gerry don kelley

ural woods and other materials. The coating is transparent, leaving no afterstain. Use of the compound is said to retard weathering effects on a building material. It does not prevent "breathing" but overcomes surface "sweating" and deterioration of walls, company says. The coating will check peeling, flaking and chipping of paint, and treated surfaces may be brush coated and painted. On service station driveways and floors, the compound is said to prevent grease from taking hold and is easily washed away. Progressive Enterprises.

Circle No. **6** *on Reply Card*



Prefab Pallet Racks

(Warehouses)

Prefabricated pallet racks and shelves are designed to eliminate bolting or welding in joining beds and uprights, and which may be dismounted without cutting. Special C-channels on the ends of each pallet bed are fitted into the tubular uprights, locking into place without bolting or welding by means of an indentation in the legs of the uprights which presses the channels together and blends the tubes with the beds into a rigid assembly. Disassembly is accomplished by unlocking the channels from the tubular uprights. Racks may be tiered to any height desired, manufacturer states. There are five standard rack sizes with special channels and tube sizes for varying load conditions, and other than standard underclearances, are supplied according to customer specifications. A variety of deck material for shelf surface is available, including sheet steel, plywood and board. Racks are finished in aluminum paint. American Metal Products Co.

Circle No. **7** *on Reply Card*

Two-Way Foam Delivery

(General)

A new foam nozzle is designed to permit quick change from a closely-knit foam spray to a long-range foam stream. By means of a bolt action, the operator can switch from stream to spray. The new nozzle can be used with either pre-mix or a pick-up tube. National Foam System, Inc.

Circle No. **8** *on Reply Card*

Pump for Spray Guns

(Bulk Plants)

A new pump to supply industrial materials through hoses to spray gun, pole gun or extrusion gun application is said to prevent spurting which causes blobs of material to be ejected onto the coated surface. The pumps operate in original 400-lb. and 100-lb. drums or bucket-type containers eliminating transfer operations. The pumps operate within an air pressure range of from 20 to 175 p.s.i. and can be powered by air compressors with either large or small output capacities. Rust and corrosion preventives, calking compounds, adhesives, roofing materials, pipe coatings, undercoating and many other industrial materials are pumpable faster and in greater volume with the new pump, manufacturer states. The pump weighs 35 lbs. and is said to be easily serviced should the need arise. Gray Co., Inc.

Circle No. **9** *on Reply Card*

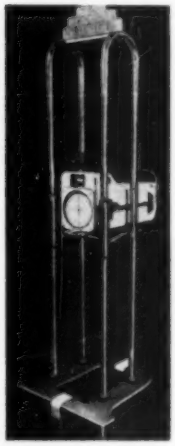
Overhead Fork Lift

(Warehousing)

A new method of storing materials is said to provide 100% selectivity in handling any item of any size or shape, and is adaptable to such diversified objects as pallets, drums, and tote boxes. The system consists of self-standing rack-columns designed to receive the required material and arranged on either side of narrow aisles. A crane bridge spans

the entire width of the storage area and travels lengthwise on tracks to any depth. It is equipped with an overhead trolley from which is suspended an electric fork lift. The fork lift revolves to serve either side of the aisles, and, with a push button in his hand, a single operator is said to be able to control any or all motions required to place or remove any item from its place on the rack in any aisle. Chicago Tramrail Corp.

Circle No. **10** *on Reply Card*



Headlight Tester

(Service Stations)

Precision checking of headlights is said to be possible with a new tester. The hot-spot or highest intensity area of light is located by a photoelectric cell and the exact center of the light being tested is identified by a small light dot on the tester screen. The positioning of the cell has finger-touch control, manufacturer says. Positive leveling of the testing box and improved sighting tube are said to provide easy operation and fast, accurate work. An improved kink-lock makes up and down position control quick and smooth. Bear Manufacturing Co.

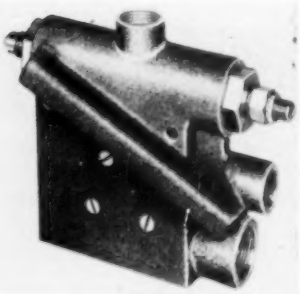
Circle No. **11** *on Reply Card*

Auger Clears Toilets

(Service Stations)

A new auger is designed to clear toilet stoppages. It has a telescoping tube body into which the multi-coil flexible shaft can be drawn. When the crank-arm is pulled out, the flexible shaft is retracted into the tube. This readies the auger for insertion into the bowl, and the curved end of of the tube is said to prevent damage to the fixtures. When the auger is in place, the handle is pushed down and the shaft is extended down through the pipe to the stoppage. The spiral tip on the auger engages the stoppage as soon as the crank is turned. Stow Manufacturing Co.

Circle No. **12** *on Reply Card*



Hydraulic Pressure Switch

(Bulk Plants)

A new cartridge-type hydraulic pressure electric switch is designed for control of electric circuits by means of hydraulic-pressure actuation. The switch is said to cut-in and cut-out electric circuits with as little as 12 to 18% pressure differential. It is unaffected by extreme pressure surges, temporary or sustained, and has withstood temperature differential ranging from —65° F. to 160° F. without loss of accuracy or other undesirable characteris-

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tics, company says. The switch operates immediately with every start of the pump and requires no pressure build-up. Small, light-weight, and silent, the switch is adjusted—without breaking the line—with the added feature of pre-set switch limitations if desired. Pantex Manufacturing Corp., Hydraulics Division.

Circle No. **13** *on Reply Card*

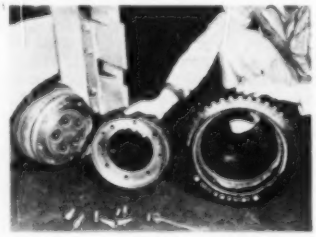
Midget Fluorescents
(General)

Incandescent work lights may now be converted to fluorescent simply by screwing a new midget fluorescent unit into any ordinary lamp socket. The unit is said to permit conversion of existing work lights without altering the original installation but allows a 300° rotation of the new unit's shade for more efficient focusing. The new light consists of two 4-watt fluorescent lamps and all control components entirely within a 2" by 6" shade. It is said to provide illumination of up to 500 footcandles at 3" to 5" working distance without the annoyance of a hot lamp shade. Although normally supplied with end socket, a side type is available. Stocker and Yale.

Circle No. **14** *on Reply Card*

Demountable Fork Truck Tires
(Warehouses)

A 15-minute tire change is said to be possible with the use of new demountable cushion-style rubber tires for use on company's fork lift trucks. These assemblies have been made standard by Clark on its gas models 1015 and 1024; on its electric 1024



model; and on the Clarkette-5 towing tractor. Later the feature will be added to other models, company says. The new tire can be applied to a tapered base wheel by bolting together the two wheel halves with a standard wrench and using an Allen wrench to remove plugs. Clark Equipment Co.

Circle No. **15** *on Reply Card*

LITERATURE

Truck Cost Record Book
(Trucks)

Twenty-ninth edition of a cost record book for truck operators has been published by truck manufacturer. Edited and revised to keep pace with changing methods in accounting and truck operations, the book enables fleet owners to eliminate guess work from his operating and maintenance expenses, according to the truck manufacturer. Each book is designed to keep the records on one vehicle for one year. The twelve cost sheets bound in one cover may be indexed by month by trimming the edges, leaving only the month applicable on the sheet. Truck maker says it is not necessary to consolidate these costs on a yearly summary, inasmuch as the total costs are compared with the estimated cost monthly, and the standing with respect to the estimate is shown at all times. Complete instructions on how to use the book are included. Copies of the book are available without cost to users of heavy-duty trucks. The Autocar Co.

Circle No. **16** *on Reply Card*

Air Compressor Catalog
(Service Stations)

Company's improved air compressors are described in detail in a catalog which also includes other useful data such as how to choose an air compressor. Drawings and descriptions show the company's 3 and 5 h.p. units which have been redesigned. The compressors have a large bore and long stroke which are said to permit slower speed. The 3 h.p. unit operates at 455 r.p.m., while the 5 h.p. has a speed of 650 r.p.m. This is said to mean cooler operation and longer life. Other units also are described. Wayne Pump Co.

Circle No. **17** *on Reply Card*

Lift Truck Fork Extensions
(Warehouses)

Fork extensions for handling loads longer than those ordinarily carried on the regular forks of a lift truck are described in a new accessory data sheet. The extensions are said to be quickly and easily attached or re-

moved, allowing the manufacturer's lift truck to retain its standard maneuverability on all handling assignments requiring standard length forks. Towmotor Corp.

Circle No. **18** *on Reply Card*

Oil Can Fillers

(Canning Plants)

Four new models of company's rotary piston oil fillers are described in a four-page bulletin. Some of the features of the new units are: piston and valves can be disassembled without tools in a few minutes, no piston rings used, filler bowl and valve body can be quickly cleaned and visually inspected; fill adjustment on quarts is accurate to 1/10 of an ounce plus or minus by turning a screw varying height of cam track, without stopping the machine; no connecting rods, no wrist pins; automatic take-up on valves. The Pfaudler Co.

Circle No. **19** *on Reply Card*

Automatic Packaging Meter

(Warehousing)

A packaging meter which automatically dispenses any preset quantity from 1 to 100 gals. for filling drums or other containers is described in a new folder. The dial returns to zero automatically after each delivery. Unit is said to permit quick change from one quantity to another. Bowser, Inc.

Circle No. **20** *on Reply Card*

Fire Protection System

(Bulk Plants, Terminals)

A four-page folder describes manufacturer's dry chemical piped systems for fire protection. It includes total flooding and local application. Pictures and drawings show how a typical system is set up and the equipment used. Ansul Chemical Co.

Circle No. **21** *on Reply Card*

Fuel Oil Hose

(Tank Trucks)

Four-page folder gives data on line of fuel oil hose for tank trucks. Various advantages are listed by the manufacturer with cross-sectional drawings to show construction features. Goodall Rubber Co.

Circle No. **22** *on Reply Card*

Gasoline Dispensing Pumps

(Service Stations)

A new four-page folder gives specifications of manufacturer's Series 1500 computing pumps for service stations. Two types of hose control—outside hose retriever and inside retractable hose—are described in detail. The Dayton Pump & Manufacturing Co.

Circle No. **23** *on Reply Card*

NEWS OF MANUFACTURERS

New Truck Introduced

Ford's 1951 trucks include more than 180 models designed to reduce operating costs, make trucks adaptable to more jobs and to add driver convenience and comfort, company says.

New features listed include automatic power pilot carburetion-ignition control on all engines; rear cab window redesigned and enlarged to more than three and one-half feet for full range vision; dual windshield wipers; and weather sealing in cab is improved.

Steering column gearshift on F-1 light duty models provides more cab and floor space. Performance improved by changing rear axle ratio from 3.73-to-1 to 3.92-to-1. Standard three-speed transmission for the F-1 has been redesigned and has constant mesh helical gears with synchronizers in second and third speeds.

Distribution of braking force on F-4, F-5 and F-6 trucks has been modified to obtain better balanced braking and longer lining life.

The clutch disk on F-7 and F-8 heavy trucks has been made more rugged for severe service.

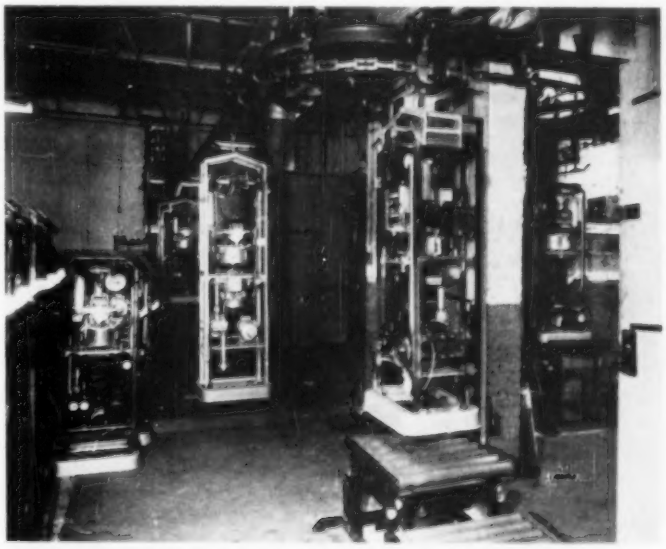
Engines have been improved to cut operating costs and reduce noise, company says. All now have chrome top piston rings, authothermic expansion control pistons and new high-lift camshafts. Offset piston pins now are used on 95 h.p. 6-cylinder and 100 h.p. V8 engines. Exhaust valve stems on all engines are nitrided to help prevent valve sticking and new semi-rotating valves and valve spring retainers also are aimed at preventing sticking.

Automatic Conveyor for Pumps

A completely new production line has been installed by Bowser, Inc., at its gasoline pump manufacturing plant in Fort Wayne, Ind.

The system consists of a combination overhead trolley and belt conveyor which is almost entirely automatic in operation. An 80 ft. long, power-driven belt conveyor is used for chassis assembly. The chassis are fed to it directly from the welding operation. As they move along the conveyor, welds are first tested and cleaned.

Then the following parts—already inspected—are assembled into each



Overhead trolley conveyor system moves pumps along the assembly line at Bowser's plant. This is part of the testing department

chassis with air-operated tools; Meter, pumping unit and electric motor; discharge assembly and conduit assembly; air release, pump and motor pulleys, and belt; interlock assembly; computer mechanism.

After these operations, the chassis reaches a section of the conveyor which is raised by an air-operated cylinder to the proper level for it to be picked up by the overhead trolley conveyor. The chassis is grasped at the top by a spring-actuated hook suspended from the ball-bearing wheels on the trolley.

The chassis is delivered by the trolley to the testing department where the supporting hook is automatically disengaged, depositing the chassis on a gravity conveyor which leads to a battery of testing stations. Following test operations, the pump unit returns to the overhead trolley which takes it to the paint spray booth. The chassis are next delivered to the final assembly section, a power-driven, roller conveyor 112 ft. long, where the pump is completed, inspected and crated for shipment.

Bowser studies show that the new system has cut material handling time per pump by about 25%.

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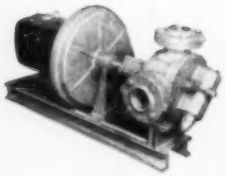

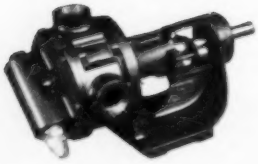

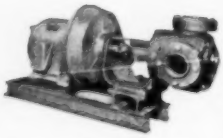

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PERSONALS

Mr. Daugherty

A. C. Daugherty has been named manager of market research for Rockwell Manufacturing Co., effective Jan. 1. He succeeds **W. A. Marsteller,** who is resigning to establish the Marsteller Co., marketing and advertising consultants, in Chicago. Mr. Daugherty joined Rockwell as a student engineer upon graduation from Penn State. In 1947 he became a market analyst in the company's market research department. He is a director of the Pittsburgh Chapter of the American Marketing Assn.

* * *

Joseph F. Adams, assistant to the chairman of the board of Bowser, Inc., has been elected a vice president of the company and member of the board. Prior to his affiliation with Bowser, Inc., in July of this year, he was vice president in charge of marketing of Barnsdall Refining Co., Tulsa. Mr. Adams has undertaken a continuing study of petroleum marketing problems in connection with Bowser's program of product development and distribution improvement.

* * *

Ed J. Waters has been appointed sales manager of Aro Equipment Corp.'s Automotive Lubrication Division. He will be located at Bryan, Ohio. Mr. Waters formerly worked for the Oldsmobile Division of General Motors Corp., and lately for Allen Electric and Equipment Co.

* * *

William E. Schneider has been appointed merchandising manager of the W. H. Brady Co. He formerly was advertising manager of the Prest-O-Lite Battery Co., Inc., and was associated with Stewart-Warner.

* * *

R. H. McPeake has been appointed sales manager of Aldrich Pump Co.

* * *

William T. Kelly, Jr., has been appointed president of American Brakeblok Division of American Brake Shoe Co. He will continue to be president of the Kellogg Division. Vice President **Maynard B. Terry** will remain in charge of Brakeblok sales. Mr. Kelly joined the company in 1928 as a molder's helper.

Mr. Coons

Clifford V. Coons, vice president in charge of sales for Rheem Manufacturing Co., has been elected a director of the company. He fills a new position on the board, created by an increase in the number of directors from seven to eight. Mr. Coons joined Rheem in 1934 and became purchasing agent at the South Gate (Los Angeles) plant in 1935. In 1938, he was named plant manager at Houston. He moved to company's New York office in 1940 as container sales manager, and was named general sales manager a short time later.

* * *

William G. Mahlman has been promoted to sales office manager of Edward Valves, Inc., East Chicago, Ind. He succeeds Herbert J. Rowe, who has been called back to the U.S. Marine Corps. Mr. Mahlman for the past three years has been supervisor of order analysis for both Edward and Nordstrom valves. After attending Carnegie Institute of Technology, he was employed for 12 years in sales activity in the Nordstrom Valve Division of Rockwell Manufacturing Co.

* * *

Leonard L. Robb has been appointed assistant to **James S. Knowlson**, president and board chairman of Stewart-Warner Corp. Mr. Robb, who joined the company as a stock record clerk in 1928, has been production control manager of the lubrication equipment and automotive accessory division since 1942.

* * *

Edward F. Doty has joined the Warren Steam Pump Co., Inc. Formerly he worked for Quimby Pump Division of H. K. Porter Co., Inc. Quimby has been purchased by Warren and all manufacturing has been removed from Pittsburgh to Warren, Mass. Mr. Doty is a designer of screw and rotary pumps.

* * *

C. O. Relephord has been named Los Angeles branch manager for the Pump Division of Byron Jackson Co. This territory covers several western states, Mexico and the Far East.

* * *

R. F. Attner has been named manager of valve distributor sales of Manning, Maxwell & Moore, Inc. He has been assistant to the sales manager for Hancock Valves at Watertown, Mass., since 1945.

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Collapsible Tanks Under Development; New Type Seal Makes Them Possible

By NPN Staff Writer

A new type of seal designed to permit the manufacture of air-and-fluid-tight and collapsible tanks, drums and smaller containers of steel, aluminum, Fiberglas, etc., has been developed by an oil equipment company (see NPN Nov. 22, p. 7).

Though tanks and drums are not yet available, and won't be pending further experiments and tests, Maurice Moore, president of Richmond Oil Equipment Co., Richmond, Va., and inventor of this new sealing method, foresees its application in the oil industry for such uses as: 55-gal. and larger drums; storage tanks of from 280 gals. for home fuel oil use, up to 10,000-20,000 gal. bulk storage units; and, field-erected tanks of "unlimited" capacity.

Currently, because of possible tightening or even shortage of some materials such as steel and aluminum greatest interest in the new development by the oil industry and the military has centered on applications of the sealing method to Fiberglas drums, tanks and containers. However, the inventor says the seal may be applied to any material which will take a "v" shaping required along the segment edges where the seal is made.

Oil industry men who have studied the new development have expressed considerable interest in its possibilities, though withholding final approval pending further experiments and tests—especially tests which will indicate its ability to meet fire underwriters specifications.

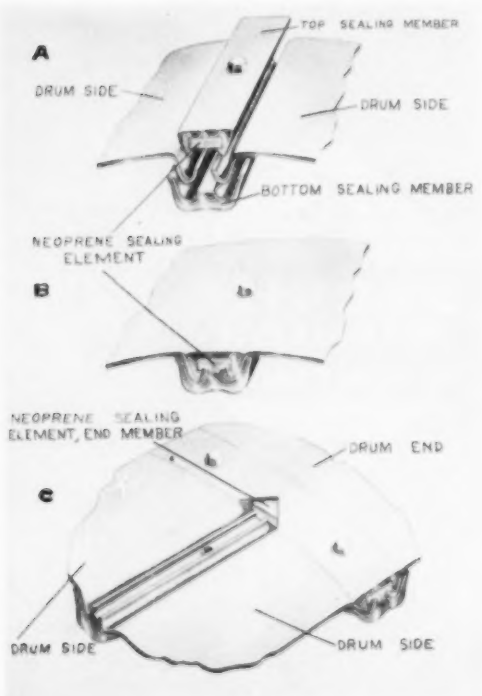
Spokesman for one major oil company told NPN it was especially interested in Fiberglas storage tanks. He declared his company was favorably impressed by the strength and durability of the Fiberglas tanks. It is reported this company encouraged Richmond Oil Equipment to continue its development program and plans to study its progress closely.

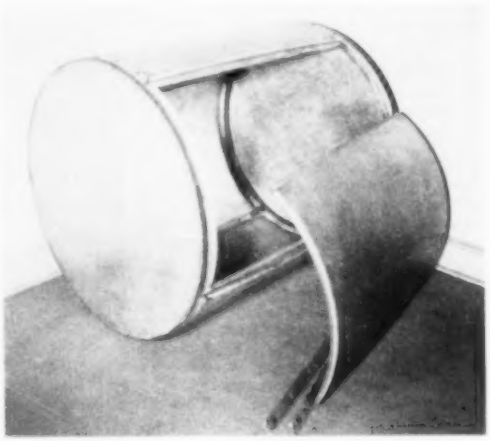
Basically, regardless of what material is used in the drum or tank, the method of sealing is said to provide these advantages:

Drums—Efficient collapsibility, enabling the shipment of returnable drums empty at the same rail or truck rate as flat steel; easier cleaning, since the drum can be placed disassembled on a conveyor passing through a cleaning unit; parts interchangeable and demountable drum can be assembled or disassembled by unskilled workmen in a matter of minutes.

Tanks—Can be shipped easily, with smaller sizes being shipped disassembled rather than as a tank; can be erected on the scene without skilled labor; all parts interchangeable; large storage tanks easily cleaned when empty by merely removing one segment of the tank, permitting workmen to enter the tank; damaged segment easily replaced; demountability makes it possible to economically move even large storage tanks from one location to another with a minimum of time and effort, since segments are bolted together rather than welded or riveted.

Method of Sealing — The sealing structure (see photo below) consists of a top and a bottom member at each sealing edge. The top mem-





280-GAL. TANK—Shown here is a tank in process of assembly, illustrating how segments fit. Drums would be similar in construction except that side segments probably would be chimed and ends might be either dished or flat

HOW SEAL WORKS—(A) Top and bottom sealing members in position to join sides of the tank; (B) bolted, joined and sealed; (C) juncture of side and sealing members. Neoprene sealing element butts against sealing element in side member, making a positive seal

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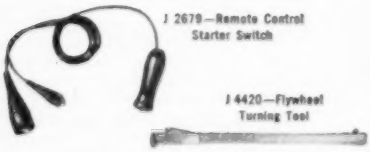

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ber contains a Neoprene sealing element and retains the necessary bolts in alignment at all times, according to Mr. Moore. He says the assembly requires no gaskets, washers, nuts or loose bolts and "assembly and disassembly is a quick job by air-or electric-wrench in the hands of one man."

Application—Apart from cylindrical tanks and drums, the new sealing structure opens a new field of possibilities for square, rectangular and other desired shapes, the company contends. The military already is reported to have shown considerable interest in the project with a view to possible adaption of the seal for storing and shipping all types of material, including petroleum products. Military men are said to be especially interested in the Fiberglas units since this is not—currently at least—considered a strategic material.

"Pancake" Drum—Richmond also has designed—still on the drawing board—what it calls a "pancake" drum for petroleum products. This unit, according to the company, has built-in pallets and a male-female arrangement for secure stacking. The design permits tacking to any desired height in car or warehouse and easy loading (8 to 10) on a standard fork truck, Mr. Moore reports. He adds that two "pancakes" may be rolled by one man by hand.

He explains further that filling of the "pancake" is done by means of the usual 2-inch opening but may be emptied by means of an 8" x 11" dumping panel, in seconds.

Fiberglas—Richmond Oil Equipment says the advantages of Fiberglas laminate—in strength-weight ratio, permanent coloring characteristics and availability—make it the logical choice for initial production of its new type containers. Mr. Moore points out that Fiberglas laminates, given the desired pigmentation in manufacture, are moulded with trade-marks and color "built in" and permanent. He adds that the Fiberglas drum or tank is said to be rust- and corrosion-proof.

In response to questions asked by NPN, Richmond Oil Equipment came up with these answers:

Fiberglas Tensile Strength—Tensile strength of Fiberglas laminates range from 15,000 to 75,000 lbs. The tensile strength required in each particular application is governed largely by the thickness of the Fiberglas mat used or the layers of Fiberglas cloth employed between the laminations of resins.

Fiberglas laminates made with the use of mates have a weight comparison tensile strength the same as that of steel and numerous other metal alloys.

Pressure Tests—Internal pressure or bursting tests of tanks and drums are governed by the laminate construction and are, therefore, constructed to suit each individual requirement. Pressure pipe made of Fiberglas laminates designed to withstand 5,000-7,000 pounds per square inch are now in use and even greater pressures can be obtained with proper construction of the material laminated together in low pressure molds. Hence the hydrostatic pressure established for either a tank or drum would be dependent upon construction of the wall surfaces and especially upon the contour of the heads, whether dished or flat to suit requirements.

Heat Transference—Fiberglas laminates do not transfer heat or cold as readily as metals of various kinds. A comparison with aluminum, indicates a wide margin of reduction in condensation where Fiberglas is used. This may reach a ratio of 100 to 1.

Construction—In construction of demountable tanks and drums, the sealing bar members are most often made of 63ST6 aluminum which is tempered to a hardness to provide a strong thread in the lower bar which will withstand repeated usage. The bolts in the lower seal bar may extend either through the bar or the threaded recess may be counter-bored without affecting the efficiency of the sealing element in any way.

55-Gal. Drums — Bolts fastening sealing sections are spaced 6¼" apart or more in some instances. No bolt holes are required in either the segments or the heads. Thirty-nine bolts are required in the assembly of a standard (demountable) 55-gal. drum. This represents five bolts for each of the three bars and twelve bolts in each of the two rings circumventing the heads.

Equipment Exhibits

Several meetings which pertain to equipment, including oil, have been scheduled. They are:

Second Annual Plant Maintenance Show, Cleveland, Ohio, January 15-18.

20th National Packaging Exposition, Auditorium, Atlantic City, April 17-20.

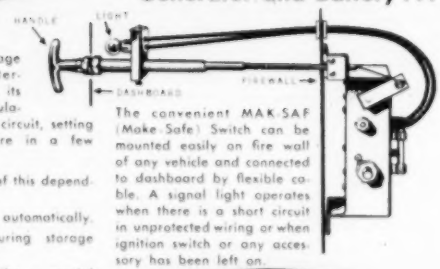
Fourth National Materials Handling Exposition, International Amphitheatre, Chicago, April 30-May 4.

The Texas Oil Jobbers Assn. is making reservations for booths at the Refiners and Suppliers Exhibit to be held March 9-10, 1951 in connection with the spring convention of the association at the Shamrock Hotel in Houston.

THIS COULD BE YOUR TRUCK

For that EXTRA MARGIN of SAFETY . . . Install Rochester MAK-SAF Switches

ONE PULL cuts out Generator and Battery . . .



Unnoticed current leakage through frayed or water-soaked wiring may burn its way through defective insulation into a blazing short circuit, setting insulation and truck afire in a few moments.

Just a pull of the handle of this dependable switch will . . .

1. Indicate short circuits automatically.
2. Disconnect battery during storage period of vehicle.
3. Disconnect generator (by a partial pull) in an emergency while on the road.
4. Reduce fire hazards to vehicles at all times.

The convenient MAK-SAF (Make-Safe) Switch can be mounted easily on fire wall of any vehicle and connected to dashboard by flexible cable. A signal light operates when there is a short circuit in unprotected wiring or when ignition switch or any accessory has been left on.

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Write for Complete Information

TRUCK SAFETY—Third of Five NPN Articles

Choosing, Training Capable Teacher For Drivers Is Key to Truck Safety

The third in this series of five articles on truck safety and accident prevention tells how to properly select and train a driver-trainer, and how this procedure can be applied to the operator of anywhere from two or three trucks up to 10 or more.

The first two articles (NPN Dec. 6, p. 17, and NPN Dec. 13, p. 17) dealt with accident costs and proper selection and training of drivers.

Subsequent articles will:

1—Outline the principles necessary to a program designed to reduce accidents, and accident costs.

2—Describe the supervisory duties necessary to the success of an accident prevention and safety program.

By HOLGER RIDDER
Transportation Editor

An oil company or transporter fleet safety and accident prevention program without properly selected and trained personnel to actuate it invites failure of the program and, instead of reduced accident and operating costs, a probable increase in these expenses.

Assurance of having the type of drivers who will handle fleet equipment in a safe and efficient manner depends on three basic factors:

Seeing to it that present drivers are properly trained in safe, defensive driving and efficient handling of vehicles.

Proper selection of replacement or new drivers, and their subsequent training.

The right choice of driver trainers to teach present personnel and train new drivers on proper highway behavior and good handling of equipment.

In smaller fleets it may be expedient to assign the driver-trainer duties to the fleet supervisor, the terminal manager, a senior driver or some other person with qualified knowledge of truck operation. Thus, by doubling up, the operator of only two or three trucks can have one person qualified to act as driver-trainer, at least on a part time basis. But whoever is selected, he should be permitted to attend a course in driver training so that the program can start on the right foot.

Where operations are of such scope that the supervisor has to direct and guide the daily activities of so many drivers that there is not sufficient time to do remedial work with accident repeaters, keep older drivers on their toes and to break in new men—then the fleet will profit by developing and using one or more driver-trainers to assist the supervisor.

One thing to remember at all times is this—experience indicates that many men who can "do" can't teach, and often the reverse of this is just as true. But before a driver-trainer can be properly selected, management must first determine what his functions are to be.

Pennsylvania State College's Institute of Public Safety recommends this procedure for selecting and developing a driver-trainer or trainers:

Functions—Checking the driving skill of new applicants; training new drivers; upgrading the below-par performer; training veteran drivers in new assignments and in the use of new equipment; keeping all drivers he works with challenged to perform up to the level of their ability; investigating, checking and reporting on routes, equipment, schedules, and conditions facing drivers.

Unless supervisor and trainer duties are combined, the trainer reports directly to the fleet supervisor. In some cases as mentioned earlier, the trainer also may be a regular driver part of the time.

Qualifications—The driver-trainer should be in active good health to perform and continue to perform his tasks well.

He should be old enough to command respect, yet not so old as to be fixed in his ways. Maturity is essential, and therefore age above 30

The Driver 'Flunked'

An accident report actually is the examination of a driver who flunked his road test—Donald Buck, safety director, Office of War Department.

Driver Training Program Information Available

Published herewith is a partial list of sources where additional material and data may be obtained regarding driver training and driver-trainer programs:

Accident Investigation Reports, G. D. Sontheimer, director of safety, American Trucking Assns., Inc., 1424 16th St., Washington.

How to Supervise, the Psychology Corp., 522 Fifth Ave., New York.

Rating Sheet for Instructors, Prof. Dan Moffie, department of psychology, North Carolina State College.

Suggestions for Making Instruction More Effective, Amos E. Neyhart, Institute of Public Safety, Pennsylvania State College, State College, Pa.

Skill Developing Exercises (check lists and score sheets), Neyhart (see above).

Outside Skill Tests, Neyhart (see above).

Personnel Selection Forms, Neyhart (see above).

Truck Drivers Rule Book, Association of Casualty & Surety Companies, 60 John St., New York 7.

Manual for Construction and Using Driver Testing Devices, Association of Casualty and Surety Companies (see above).

Driver Testing and Training Devices, American Automobile Assn., traffic engineering and safety department, Washington.

Commercial Vehicle Drivers' Guide Book, Association of Casualty & Surety Companies, 60 John St., New York 7.

Motor Manners, National Highway Users Conference, Washington.

Things the Professional Truck Driver Should Know, American Trucking Associations, Inc., 1424 16th St., Washington.

Catalog of Services and Supplies, American Trucking Associations (see above).

National Truck Safety Contest Rules, American Trucking Associations (see above).

may be desirable. No definite age can be prescribed to fit all cases.

He should be personally neat by nature, so that he can encourage neatness among the drivers with whom he works.

He should be self-controlled both normally and in emergencies.

He should be able to plan, organize and record his work in an orderly written manner.

He should be able to understand and interpret drivers' test records, performance records and accident records in order to determine what training or retraining is needed among his drivers. The results of his work along this line are known as "selective training," and to do this requires a working knowledge of all selecting and testing procedures used within the fleet.

He must have patience in working with any type of driver, realizing that some people learn more slowly than others. Patience is a "must" if the driver-trainer is to adapt himself to the learning rate of each individual driver.

He should be an interesting instructor and be pleasantly diplomatic, so that each learner is put at ease and can enjoy the learning experience.

He should be able to explain and demonstrate the desired skills and practices expertly. This ability is quite necessary if the drivers are to have and keep their respect for their driver-trainer.

His attitudes as expressed in both words and actions should show him to be:

a. Enthusiastic about "defensive driving" practices and attitudes.

b. Loyal toward his company, its aims, its fairness, and its "being a good place to work."

Selection—In order for the driver-trainer to succeed, management must:

Find a person possessing the desired qualifications.

Interest him in the job;

Teach him how to perform the functions of his job competently;

Establish him properly, especially in backing a new or younger man.

Whether a driver-trainer is upgraded from among the drivers in the fleet, or is brought in from outside the fleet, is a matter best decided by the particular company. In either case, management must take steps in establishing a man in this position. One method of doing this is to draw the drivers themselves into the initial planning, so that they will know in advance that a driver-trainer is to be employed. In some cases it may be advisable to let drivers express their ideas as to whom they might want for a driver-trainer. Properly expressed, management's interest in establishing a driver-trainer can and should dispel from the start any tendency on the part of the regular drivers toward an "I was driving before he was out of diapers" attitude.

Basic Training in Fundamentals—Sound basic training can be obtained through any of the fleet supervisor programs conducted by numerous colleges and universities (see story No. 2). Basically, the fundamentals are these:

1—A working knowledge of an organization.

2—Importance of and interrelationships among all departments of a company.

3—Principles of a fleet safety program.

4—Training him how to teach.

The Trainer's Duties—It is recommended that job steps in sequence be written out and incorporated into a "Driver-Trainer's Workbook."

Jobs should be studied to determine the efficiency and safety of operation. Normally, agreement as to the methods acceptable for doing a job can be obtained from maintenance, traffic, accounting and safety departments, drivers and top management regarding items of vehicle operation. By compromise and agreement "standard methods" can be determined. Copies of "Driver-Trainer's Workbook" should be prepared for the driver-trainers, safety supervisors and top management.

Training Plan—In general, "Job Instructor Training" procedures, as used for training wartime personnel, are a sound plan for any driver-trainer.

Morale-Building—The driver-trainer should:

Understand the interrelationships among all departments of the company and the smooth functioning of each department;

Know the company's basic labor

Visual Aids Help in Driver-Trainer Programs

Visual aids in the training of driver-trainers and drivers have proven very helpful to many fleet operators in setting up and conducting safety and accident prevention programs. Listed herewith is a list of some films which are available and where information regarding them may be obtained:

Air Brakes: Operation and Maintenance—22 minutes, Bendix-Westinghouse Air Brake Co., Elyria, Ohio.

Champions at the Wheel—17 minutes, Aetna Life Affiliated Companies, public education department, Hartford 15, Conn.

Horse Sense and the Truck Driver—25 minutes, North Dakota Highway Patrol, Bismark, N. Dak.

Knights of the Highway—10 minutes, Jam Handy Organization, 2900 East Brand Blvd., Detroit 11.

Mind Over Motor—15 minutes, Zurich Insurance Co., 135 S. LaSalle St., Chicago 3.

Operation and Maintenance of Semi-Trailer Air Brakes—20 minutes, Bendix-Westinghouse Air Brake Co., Elyria, Ohio.

The Operator and Safety—19 minutes, Castle Films, 30 Rockefeller Plaza, New York 20.

Man Behind the Wheel—30 minutes, Fruehauf Trailer Co., Detroit 22.

Pilots of the Highway—20 minutes, National Safety Council, Chicago 6.

Professional Safe Driving—15 minutes, American Trucking Associations, Inc., 1424 16th St. N.W., Washington 6.

Skill Behind the Man—30 minutes, Fruehauf Trailer Co., Detroit 32.

Traffic Jam Ahead—20 minutes, National Safety Council, Chicago 6.

Wanted — Driver Salesman — 20 minutes, Liberty Mutual Insurance Co., Boston, 17.

In each instance, it is recommended that all films should be previewed before being shown to a group to make sure they are applicable to that particular group.

Cheaper Than Fenders

Figures released recently by American Automobile Assn. show that complete and thorough training in safe driving practices can be given every boy and girl high school student of the nation at a cost of about $30 each, or less than the cost of repairing one broken fender.

AAA says records show that about 15,000 students have been given training at an average cost of $34.02, but by making maximum use of dual-control training cars and of the instructors' time, this cost can easily be brought down to an average of $29 per student. That figure covers everything, including gasoline, oil and other car expenses as well as the instructor's salary.

What It Takes—

Ability, plus training, plus the proper attitude equals good driver performance — Donald Buck, safety director, Office of War Department.

policies, be able to interpret them, and follow them as they apply to his work;

Know that participation by all concerned should be encouraged and recognized wherever varying interests are involved;

Know the importance of clearly defining responsibilities and authorities. Agreement on procedures to be used concerning these things should be reached as part of the driver-trainer's preparation for his job;

Know how to "tell" or direct his drivers to do things;

Be informed as to what to expect in the way of supervisory and management example as the "pacemaker" for the attitudes of those who are asked to "do."

Equipment Required—Since the driver-trainer is a new type of employe for many fleets, he needs all the prestige and backing that management can give him. A uniform of practical design is recommended. A clean work place for his desk and files of driver records should be provided—privately located. He should have a file of complete records on each driver with whom he is assigned to work—probably duplicates of the driver personnel records maintained in the central record system.

Assigning Work—Usually handled by fleet supervisor who knows overall objectives of the safety and accident prevention program. At the beginning, detailed assignments may be necessary. One suggested method for starting the driver-trainer is to assign him to work with drivers whose performance represents the greatest current and/or potential trouble for the fleet—such as new men, older drivers and accident repeaters. Or it may be drivers whose accidents are of the type or types that mean the greatest potential losses to the company.

Number of Trainers Needed—The complexity of driving operations and responsibilities, as well as the nature of the company's business, determines the number of trainers needed to provide enough personal over-seeing of drivers. In determining the number, a company should consider how much time is to be devoted to training each new driver during the "breaking in" period. One oil company, for example, has a standard training time of four 10-hour shifts for each new driver.

Or a company may set up a system of planned periodic supervision in which a specified number of hours per month is to be devoted to each driver. Any such system should be set up with the knowledge that some drivers require more supervision than others.

Maximum Load Per Driver-Trainer

To use driver-trainers to the fullest advantage, it is recommended that no more than 25 drivers be assigned to one trainer.

SAFETY AWARD—For the second consecutive year, L. L. Majure Transport Co., for-hire petroleum transporter with headquarters in Meridian, Miss., was given a safety award by National Tank Truck Carriers, Inc. Company turned in the best safety record in its class of operation (there are three classes), having operated 1,805,576 miles in a year (1949-50) without a chargeable accident and no citations for violation of local or state laws. R. A. Goodling of Majure Transport (right) is seen here receiving the NTTC award from Henry English of American Trucking Assns., Inc., in New York in October. Company has its own maintenance facilities, employs a safety director (F. E. Zingg) and has its own safety and accident prevention program

List of Qualifications for Driver Trainers

Thomas J. Breslin, Atlantic Refining Co., Philadelphia, lists these qualifications for a driver trainer, basing them upon his company's experience of 10 years in driver training:

1—The trainer must have skill;

2—Avoid accidents;

3—Be able to produce;

4—Drive with a minimum of maintenance care;

5—Have a good personality and be neat in appearance;

6—Have good character;

7—Be stable and dependable;

8—Be intelligent;

9—Show initiative;

10—Have patience and firmness and be able to teach;

11—Be impartial.

Mr. Breslin says management, in setting up a driver-training program must:

Find the logical candidates for trainers;

Interest the candidates in the job;

Teach them how to do the job the way it should be done;

Provide the facilities to do the job;

Follow up the trainers' activities;

Atlantic Refining's driver-training program will be discussed in detail by Mr. Breslin at a later date in an article written especially for NPN.

NPN

ABOUT OIL PEOPLE

Mr. Stauffacher

Edward L. Stauffacher, vice president in charge of marketing, Cities Service Oil (Del.), has been named district chairman for the Great Lakes district of the Oil Industry Information Committee.

Mr. Stauffacher succeeds **W. J. Gerwe,** Socony-Vacuum's manager of distributor sales, Chicago, who has completed two years as district chairman for OIIC's Great Lakes District.

Mr. Stauffacher, a graduate of the University of Minnesota, joined Cities Service in 1924 as a junior engineer. He later became superintendent of the gasoline division and was in charge of construction for the company's chemical division. He was made chief engineer and superintendent of operations for the marketing division in 1937, and was appointed assistant to the vice president in charge of marketing in 1949. He was made vice president in 1950.

Joseph E. Gullbaulf, South Side Petroleum Co., Chicago, was elected president of the National Dixie Distributors, at the group's recent meeting.

J. H. Arnold, Alabama Oil Co., Gadsden, Ala., was elected first vice president, and **A. W. McConnell,** Peerless Oil Corp., Springfield, Mo., was elected second vice president. **A. F. Geyer,** Dixie Oil Co., Waterville, Kans., was elected secretary-treasurer and **John E. Swisher,** Ann Arbor, Mich., was named executive secretary.

Named to Dixie Distributors executive board were: **E. A. Braun,** Milan Oil Co., Athens, Wis.; **Mrs. S. H. Arnold,** Elk Oil Co., Fayetteville, Tenn.; and **Don Williams,** Williams Hardware Co., Streator, Ill.

* * *

E. M. Bailey, E. M. Bailey Distributing Co., Paducah, Ky., and president of the Paducah Oil Men's Club, was saluted as "Man of the Month" in the November edition of the Aetna Oval, Aetna Oil Co. house organ.

* * *

Harry Erickson is the new manager of Imperial Florida Oil Co., Tampa, Fla.

J. D. Severson, a Socony-Vacuum agent, in Grand Junction, Colo., recently made an addition to his service station in Grand Junction, adding a car wash room, with hydraulic hoist and power washer, a new lube room with drive-on hydraulic hoist, and overhead lube equipment complete with reels and meters. Mr. Severson also installed concrete driveways.

Mr. Severson owns four service stations and all his equipment.

He is a member of the Chamber of Commerce, Lion's Club and the Boy Scout troop committee.

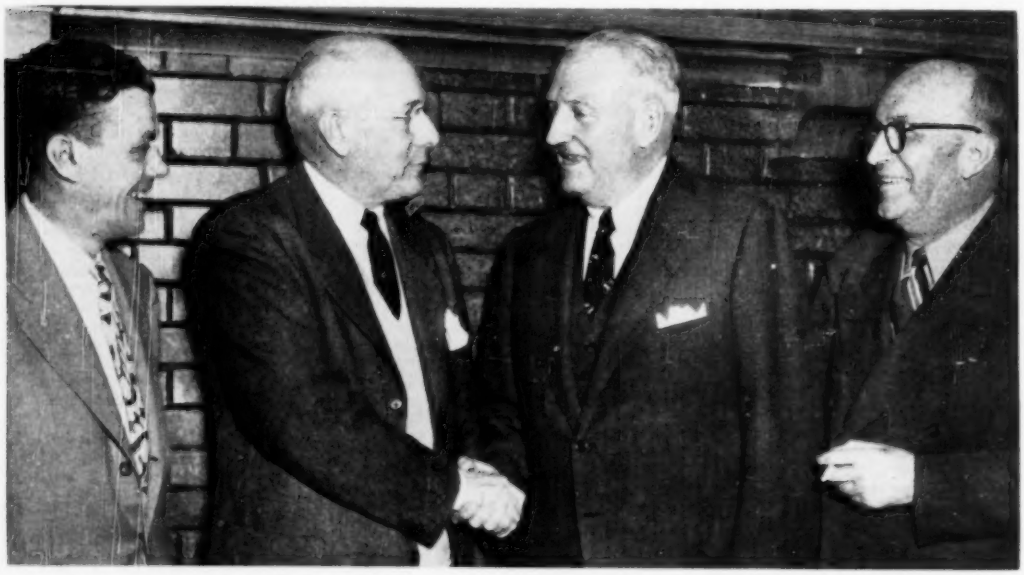
* * *

William Van Ramshorst, Ridgeway Heating Service, Lansing, Ill., has just acquired a new shop and garage.

* * *

Frank R. Field, manager of Esso Standard's asphalt division, was elected chairman of the executive committee of the Asphalt Institute.

Mr. Field joined Esso Standard in 1923, and for 14 years was manager of asphalt sales in New Jersey. He became assistant manager of Esso's asphalt division in 1941 and assumed his present position of manager of that division in 1943.



A TESTIMONIAL DINNER IN HONOR OF JOHN BERO was given in Duluth, Minn., recently. About 60 oil men attended the banquet, which was given in appreciation of Mr. Bero's work as president of the Northwest Petroleum Assn., chairman of the National Oil Jobber Council and as a member of the National Petroleum Council. Left to right are: Hiff Horning, executive secretary of the Northwest Petroleum Assn., Howard Spaeth, commissioner of taxation, St. Paul, Minn., Mr. Bero, and Andy Podvin, Northwestern Oil Co., Superior, Wis. Mr. Bero was presented with an engraved desk set

MINNESOTA PETROLEUM GAS ASSN. meeting was held recently at Minneapolis. Shown here are, left to right: A. M. Flikke, Department of Agriculture, University of Minnesota; E. E. Hadlick, National Butane-Propane Assn., Minneapolis; Leonard Lund, Minnesota State Fire Marshal; B. A. Brokaw, Petroleum Chief for Minnesota; Col. E. B. Miller, director of civil defense for the state; L. H. Dow, Dupane Gas, Inc., Duluth, and president of the Minnesota Petroleum Gas Assn.; Charles Russell, Thermogas Co., Des Moines; Charles Bubar, Northwest Hydrogas Co., New Brighton, Minn.; K. J. Forderbrugen, Minnesota Valley Natural Gas Co., St. Peter, Minn., an association director; and John L. Locke, Northwestern Blaugas Co., St. Paul, secretary of the association

COMING MEETINGS

JANUARY

South Carolina Oil Jobbers Assn., annual meeting, Columbia Hotel, Columbia, S. C., Jan. 4.

Kansas Oil Men's Assn., Lassen Hotel, Wichita, Kans., Jan. 8-9.

Society of Automotive Engineers, annual meeting, Hotel Book Cadillac, Detroit, Jan. 8-12.

North Carolina Oil Jobbers Assn., annual meeting, Raleigh, N. C., Jan. 17.

Georgia Independent Oilmen's Assn., Hotel Dempsey, Macon, Ga., Jan. 18.

Florida Independent Petroleum Marketers Assn., annual meeting, Seminole Hotel, Jacksonville, Jan. 19.

Northwest Petroleum Assn., Hotel Nicollet, Minneapolis, Minn., Jan. 25-26.

FEBRUARY

National Council of Private Motor Truck Owners, Inc., Hotel Statler, Washington, Feb. 1-2.

Missouri Petroleum Assn., convention and trade exhibit, Hotel President, Kansas City, Mo., Feb. 5-7.

Oil Industry Information Committee, Shamrock Hotel, Houston, Feb. 5-8.

Kentucky Petroleum Marketers Assn., annual meeting, trade show and convention, Hotel Brown, Louisville, Feb. 20-21.

Iowa Independent Oil Jobbers Assn., Inc., Hotel Fort Des Moines, Des Moines, Feb. 21-22.

Wisconsin Petroleum Assn., 25th anniversary convention, exhibits, Hotel Schroeder & Milwaukee auditorium, Milwaukee, Feb. 27-28.

MARCH

National Oil Jobbers Council, spring meeting, Shamrock Hotel, Houston, March 7-8.

American Petroleum Institute, Division of Production, Southwestern District, spring meeting, Hotel Beaumont, Beaumont, Tex., March 7-9.

Texas Oil Jobbers Assn., spring convention and refiners & suppliers exhibit, Shamrock Hotel, Houston, March 9-10.

Illinois Petroleum Marketers Assn., Sherman Hotel, Chicago, March 13-15.

Ohio Petroleum Marketers Assn., annual meeting and marketing exposition, Deshler-Wallick Hotel, Columbus, Ohio, March 20-22.

American Petroleum Institute, Division of Production, Mid-Continent District, Herring Hotel, Amarillo, Tex., March 21-23.

APRIL

Western Petroleum Refiners Assn., annual meeting, Plaza Hotel, San Antonio, Tex., April 2-4.

American Petroleum Institute, Division of Production, Eastern District, Deshler-Wallick Hotel, Columbus, Ohio, April 3-5.

Alan J. Lowrey, assistant to the president, Union Oil of California, was elected 1951 president of the San Francisco Chamber of Commerce.

Mr. Lowrey has served as a director of the San Francisco Chamber of Commerce for the past year.

* * *

Kenneth E. Hill, petroleum engineer, has been appointed a second vice president of the Chase National Bank of New York.

Mr. Hill

A graduate of the University of California, Mr. Hill served with the Conservation Committee of the California Oil Producers, before joining the staff of Chase National Bank in 1946.

* * *

P. E. Foster, manager of Shell's Houston refinery since 1943, will retire the first of the year, after almost 35 years with Shell.

Mr. Foster joined Shell as a loader at the Martinez, Calif. refinery in 1916.

Mr. Foster will be succeeded by **M. P. L. Love**, present manager of Shell's manufacturing-research department in New York.

* * *

William A. Laraway, Jamestown, N. D., is celebrating his 23rd year as a consignee for Texaco.

W. A. Bourne, Gulf Oil, Toledo, Ohio, was re-elected chairman of the OIIC of Ohio. **W. L. Loufman**, Fleetwing Corp., Cleveland, was elected vice chairman, and **Robert A. Warfel**, Ohio Petroleum Marketers Assn.'s was re-elected secretary.

* * *

Ralph E. Proctor, a commission agent, in Tallahassee, Fla., is a member of the Exchange Club, is past president of the Chamber of Commerce, and was city commissioner for three years, serving the last year as mayor.

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Thomas Jones Paul D. Gray

Alabama Jobber Head Pioneered in Association's Founding

Thomas Jones (left), new president of the Alabama Petroleum Jobbers Assn., receives the gavel from retiring president, Paul D. Gray, head of Gray Oil Co., Atmore, Ala.

Mr. Jones, president of the Bama Oil Co., Montgomery, Ala., becomes the third president of this new association of Independent oil jobbers. He was one of the pioneers who supported the move to form an association when it was first initiated by a small group of Alabama jobbers three years ago and he has been influential in the association's contacts with the highway, tax and other state bureaus and departments.

Tom Jones came from Atmore originally, and received his early schooling there. Upon graduation from the University of Alabama, he spent some 14 years in the administration of Alabama's public school affairs before engaging in business.

After a few miscellaneous ventures he decided to buy an existing oil jobber business in Montgomery in 1938. After a few years he took on Pan-Am products whose flag he still flies.

Like most oil jobbers he is busy with many civic activities. He is on the board of stewards of the First Methodist Church; a past president and past district governor of the Lions Club; a member of the Montgomery Athletic Board; the Montgomery City Board of Adjustment; a director of the Youth Club; a member of the Boy Scout Council; a director of the Montgomery Sales Executive Club, a Mason and Shriner. He is married and has two daughters, aged six and ten.

MODEL "62"
LOW PUMP

MODEL "64"
LOW PUMP

HERE ARE 3 STAR SALESMEN

READY TO BOOST PROFITS FOR YOU!

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LOW PUMP

NATIONAL Low Pumps do a 24-hour-a-day selling job. They *attract* customers with their streamlined, colorful good looks and that exclusive National feature—the large, illuminated, curved glass panels displaying your name and trade mark prominently above the dials.

They satisfy customers with the prompt, efficient service which they enable you to offer, year-in and year-out.

National Low Pumps on your islands permit you to give accurately measured deliveries at *any rate* of delivery, at *any* pressure. Advanced engineering, simplified operation, and ease of replacement keep your profits *high*, your maintenance costs *low*.

NATIONAL "62" LOW PUMP
Nylon cable type hose extension. Serves cars up to 12 feet away.

NATIONAL "64" LOW PUMP
Semi-concealed hose extension. Serves cars up to 14 feet away.

NATIONAL "66" LOW PUMP
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Export Office: 8 So. Michigan Ave.,
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Last January
we made this promise...

"1950... A key year for Pure Oil Dealers"

You saw this ad last January 25 on the back cover of National Petroleum News.

It's been a great year in more ways than one!

For dealers and jobbers—and their customers, too—1950 has been a great year to "Be *sure* with Pure"...

• New Refining and Research Facilities

In 1950, full production began in Pure's ultra-modern lubricants plant at the Smiths Bluff Refinery, near Beaumont, Texas. Pure Oil's research team moved into the new Research and Development Laboratories in Crystal Lake, Illinois. These facilities insure a supply of superior products and the development of new products and processes for future use.

• New Lines of Lubricants

In 1950, the Pure Oil line was made more complete than ever with the introduction of new Purelube, the *sure* motor oil... new Purol H.D. for farm and fleet service ...the complete new line of Purelube greases.

• New Sales and Advertising Programs

In 1950, Pure Oil advertising backed enlarged sales programs in all channels of trade with large-scale ads in newspapers ... ads in farm papers and automotive trade journals... commercial messages on network radio and network television ... highway posters in more than 500 cities and towns.

* * *

All these things happened in 1950. Next year, and in the years to follow, they will prove to be big assets for every Pure Oil dealer and jobber.

THE PURE OIL COMPANY

And there are more good things to come in 1951.
Happy New Year!

Be *sure*
with Pure

THE PURE OIL COMPANY, U.S.A.
PURE